AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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J. Frank Quist
Elmer Scott
Bert Welch

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Mount Arbor Nurseries

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AMERICAN NURSERYMAN

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. LXXXVIII, No. 3 — AUGUST 1, 1948

Founded 1904
With which was merged 1939
THE NATIONAL NURSERYMAN
Established 1893

* * * * * *

Published on the
first and fifteenth
of each month by the
AMERICAN NURSERYMAN
PUBLISHING COMPANY
343 South Dearborn Street,
Chicago 4, Illinois.
Telephone: Wabash 8194

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Subscription Price:
$3.00 per year; outside
United States, $4.00;
Single Copies, 15c.

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Advertising Rates
on application.
Forms close fifteen days
before date of issue.

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Entered as second-class matter December 14, 1933, at Chicago, Ill., under act of March 3, 1879.

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No. 0 For perennials and greenhouse.

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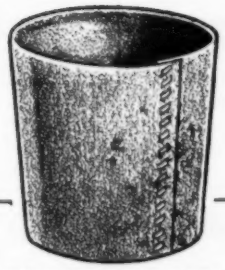

NEW No. 4 POT Now Ready

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Diam. Top	5 ins.	6 ins.	7 ins.	8 ins.
Bottom Diam.	4½ ins.	5½ ins.	6½ ins.	7½ ins.
Corresponding Clay Pot	6-in.	7-in.	8-in.	9-in.
Approx. Weight Per 100	35 lbs.	52 lbs.	78 lbs.	88 lbs.
Per 100	$3.00	$4.25	$4.75	$5.25
Per 1000	$27.50	$40.00	$45.00	$50.00

SEND ONLY 25c FOR SAMPLES OF No. 0, 1, 2, 3 SIZES. WE PAY POSTAGE.

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SAMPLE! Send **50c** for **75c** size package to cover packing and mailing.

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105th Street and Broadway, Kansas City 5, Mo.

AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*
Joan L. Kilner, *Assistant Editor*

Editorial

GARDENING TOP HOBBY.

Surveys made this year by national magazines that are general in character revealed that gardening is the favorite pastime of the majority of their readers. Colliers reported that sixty per cent of its readers have gardens, and that for both man and woman readers gardening was first as the most popular pastime. Fishing is next most popular with men, fifty-six per cent participating. Swimming was next to gardening with women, forty-seven per cent participating. Sixty-one per cent of the male readers had outdoor plots, favoring vegetable growing, while fifty-seven per cent of the woman readers were similarly engaged, but favored flowers.

Another general magazine, a monthly, made a survey of the preferences of readers for sports and hobbies. The American magazine found that gardening was tops among hobbies, with fifty-one per cent of its readers participating, while the next two, woodworking and photography, could muster only about half such percentage. Those participating in sports, by percentage, were: Fishing, 39; baseball, 32; golf, 29.

The strength of the garden interest of the American public is surprising some old fogies who have not realized the rate of its advancement. While women's garden clubs have been long established, men's garden clubs have recently been growing rapidly in number and in membership. Special flower societies are more numerous, and amateurs are expressing their interest and desire for knowledge in a variety of channels.

Surveys made by those seeking to measure the extent of gardening interest only go to show what some nurserymen have asserted hitherto, that the surface has only been scratched in this country. Horticulturally, the American public is progressing rapidly.

SALESMEN WANTED.

Unless the lack of competent salesmen is remedied soon, the effect on the nation's economy will be serious. That statement was reported from the recent conference of some 1,500 sales executives at New York city. Large nursery firms already have found the situation exists in this field as in others.

During the war salesmen went into military service or war work, and not all have returned. Meanwhile, no salesmen were being trained. So replacements are lacking, as well as the recruits necessary for the expansion of sales forces required to maintain business volume.

The nurseryman cannot ignore this problem with the intention of hiring salesmen away from competitors when he needs them. Already there are signs of this procedure. But it is a temporary makeshift, at best, and can only work to destruction of the industry and loyalty to be expected in sales employees trained by and associated with the forward-looking firms.

To meet the situation, likely young men should be employed now, to learn about the nursery business and lay the groundwork for sales training in this particular field. Capable, efficient salesmen cannot be made overnight. The time to start their development is now.

HIDDEN COSTS.

In this day of modern cost accounting, there are no longer hidden costs in the true sense of the word. But there are costs which are overlooked until their increasing importance or careful study brings them out into the open.

Some of these costs, if not most of them, have to do with labor. In the old days, when help was plentiful and cheap, when long hours were prevalent and overtime not yet legally demanded, the various steps in production and marketing of trees and shrubs were not intimately considered. But when labor became scarce, and the planting of lining-out stock had to be held up in spring until the digging of finished stock for market had been completed, nurserymen became conscious of how much time each operation required.

Then it became noticed that in some cases the digging and burlapping of an evergreen might cost as much as the price at which the item was listed in the wholesale catalog. Then it was noted that the wrapping of retail orders containing the larger sizes of shrubs and trees shipped by express incurred an unreasonable cost in comparison with the sums received for such orders. Landscape firms became conscious of the time spent in ways that seemed of little importance, but time that had to be charged somewhere on the work sheet it it were not to come out of overhead and profits.

Many nurserymen take little account of their sales costs, especially in one-man organizations, where the boss talks with customers in person or over the telephone, in his so-called off time as well as during business hours. As competition becomes keener, from other industries as well as from other nurserymen, sales costs are likely to go higher.

The small nurseryman may sometimes wonder where is the adequate payment for the time and efforts he puts in. He is not able to hire a cost accountant. Perhaps he thinks he is too busy to study his own costs. But if he will keep a watchful eye or, better yet, keep records on his time and that of his employees, some of the hidden costs will come out into the open. Then he can either eliminate or charge them where they belong.

The Mirror of the Trade

BILL HOPEWELL, Hopewell's Floral Gardens, Portsmouth, Va., whose home was partially destroyed by fire in February, has completed repairs and has moved in again. Mr. Hopewell reports that spring business was excellent. He recently enlarged his lath house and purchased a new power sprayer.

ROBERT KALLMAN, son of Bert T. Kallman, Kallman's Garden Nursery, Santa Barbara, Calif., received an award for the best piece of research on the campus from Santa Barbara College, University of California, from which he recently graduated, for experiments in which he discovered that the Island ironwood tree, lyonothamnus, is probably a temperate zone plant rather than a subtropical.

DAMAGES estimated at $1,000 were caused by a fire June 27 at White's Greenhouse & Nursery, Clare, Mich. The fire started in the coal room and spread rapidly through the boiler room, storage space and workrooms, destroying all wire installations, three electric motors, a cooler and a compressor. Edward White, the proprietor, has been confined to a hospital and his home for the past two months, recuperating from a hip dislocation and fracture caused when he tripped on a stone.

Milwaukee Convention Sets Record

Reflecting the mounting membership and the prosperous times, the seventy-third annual convention of the American Association of Nurserymen set a new high record in attendance July 19 to 22. The central location of Milwaukee and its excellent transportation facilities by rail and air favored the gathering. All sections of the country were unusually well represented in the large gathering of the trade.

Early in June all the 350 rooms set aside at the Hotel Schroeder had been booked by nurserymen. Before the meeting 450 members had registered with A. A. N. headquarters by mail. On opening day prediction of a registration of 800 seemed optimistic, but at the latest report the actual total was 822.

Pacific coast and Atlantic coast were well represented, as well as all sections in between. The addition of three new chapters, Florida, Mississippi and South Carolina, brought the southeast into new prominence. The meetings of a dozen affiliated organizations added to the attractions of the event; these started as early as July 16 and were nearly concluded before the first A. A. N. session.

Opening Session.

Monday morning, July 19, the opening session drew a capacity crowd of nearly 400 persons to the banquet room. Upon the call to order by President J. A. Armstrong, the roll call of delegates to the board of governors was made by Robert Beam, Yakima, Wash., member of the credential committee, chairmanned by A. F. Meehan. Walter Hillenmeyer was the third member.

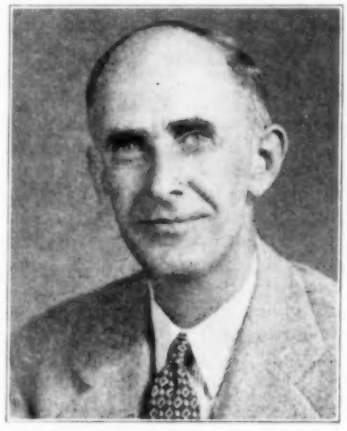
Reports of the standing committees, presented in mimeographed form to the delegates, were summarized by Vice-president Howard C. Taylor. A similar resume of the reports appears on a subsequent page of this issue.

The address of President Armstrong was read by him, in a slightly more amplified form than published in this issue. The report of Executive Secretary R. P. White was a lengthy one, and excerpts appear in this issue.

Finances.

Howard C. Taylor, also treasurer, read his financial report, showing the current funds totaling $92,554.68, almost to a dollar the same as a year ago. Receipts for the year totaled $89,995.32, of which $58,929.17 were dues and $23,219.67 assessments for the publicity fund. Expenses were chiefly grouped as salaries, $19,600; committees and travel, $6,228.61; operating, $16,499.15; convention expenses, $10,466.42, and contributions and grants, $2,550. Investment of $4,400 was made in a series F government bond. Publicity Fund expenditures totaled $28,731.42, of which $23,800 was paid to Verne Burnett Associates.

For 1948-49 a proposed budget of



Howard C. Taylor.

$57,721 was approved, about $4,000 above actual expenditures in 1947-48.

New Chapters.

Presentation of charters to chapters 32, 33 and 34 was made by John Wight, member of the executive committee for the southeastern region. The delegates from the respective chapters received the charters: Mississippi, Herman Owen, T. G. Owen & Son, Columbus; Florida, J. F. Alexander, Lake Garfield Nursery Co., Bartow, and South Carolina, R. B. Taylor, Greer Nursery, Greer.

Nominations.

Nominations for executive committee members for the ensuing year brought only one contest. In region III Michigan delegates nominated James I. E. Ilgenfritz, Monroe, Mich., to succeed himself, while Ohio members presented the name of John D. Siebenthaler, Dayton, O.

Mr. Siebenthaler withdrew his name at balloting time, July 22. Thereupon, since only one nominee remained for each of the offices to be filled, all were unanimously elected.

In region I Peter Cascio, West Hartford, Conn., was nominated to succeed Howard C. Taylor, who was subsequently nominated for president.

In region V Jesse Breedlove, Tyler, Tex., was nominated to succeed himself on the executive committee.

Vacancy in region VI was made by the resignation of J. A. Armstrong, who was nominated as committee member at large, a position customarily held by the retiring president. To represent the west coast Ray Hartman, San Jose, Calif., was nominated and seconded by California and Oregon delegates, respectively.

James I. E. Ilgenfritz was the sole nominee for vice-president.

Lester Lovett, Little Silver, N. J., was named for trustee, to succeed himself.

San Francisco Next.

Plans for a special train to the 1949 convention at San Francisco were briefly presented by William J. Smart, Dundee, Ill., again appointed chairman of the transportation committee.

Leaving Chicago July 12 over the Rock Island road, the train will stop at Colorado Springs for a trip up Pikes Peak and a chuck-wagon dinner in the Garden of the Gods. Next morning the train will pass through the beautiful Royal gorge. A stop will be made at Salt Lake City for a tour of the city and to hear an organ recital at the Mormon tabernacle. After a ride through the Feather river canyon, the train will arrive at San Francisco the Saturday prior to the convention.

Leaving Thursday at the close of the gathering, the train will stop at Glendale for passengers to make a tour of Los Angeles and to spend a night at the Mission Inn, Riverside. One day's stop will be made at the Grand Canyon. Return arrival at Chicago will be two weeks plus four hours from the time of departure from that city.

Mr. Smart said he already had received 135 reservations, and he hoped others would be made early so that he could obtain the desired types of cars from the railroad.

Keynote Luncheon.

Setting the theme of the convention of markets, merchandising and salesmanship was the keynote afternoon luncheon address given Monday afternoon by Frederick H. Nickels, Eddy & Rucker, Cambridge, Mass., who spoke on "New Sales Opportunities Created by Changed Conditions," bringing to the program the

outsider's viewpoint of the nursery industry and some of its sales, merchandising and advertising potentials. Mr. Nickels' talk was published in full in the July 1 issue of the American Nurseryman.

Publicity Program Report.

The other feature of the afternoon program was a report by Mrs. Althea Rickert Wheeler, account executive

James I. E. Ilgenfritz.

of Verne Burnett Associates, New York, N. Y., who reported on publicity achievements of the past year for the nursery industry and the A. A. N. in particular.

Charles S. Burr, Manchester, Conn., chairman of the A. A. N. market development and publicity committee, preceded Mrs. Wheeler's presentation with a few words describing the purpose of the program, which is to bring to the nursery industry more than the one-eighth of one per cent of the public's expendable income now spent on nursery products through a trade-wide promotional campaign, and at the same time endeavor to channel this increased business to A. A. N. members. Mr. Burr reported that the program is paying dividends.

While the first year's work by Verne Burnett Associates was primarily research to familiarize the agency with the nursery industry the report of the second year's work showed the directions in which the publicity is being channeled and illustrated various types of publicity.

Slides showing clippings from newspapers and magazines, letters from editors and scripts prepared for radio broadcasts were shown with Mrs. Wheeler giving a running commentary.

Data compiled by Verne Burnett Associates showed that editorial space devoted to the A. A. N. and the nursery industry has increased twenty-three per cent with increases ranging from six per cent to 300 per cent in magazines and from thirteen per cent to forty per cent in newspapers. Besides instigating a number of articles on plants and planting, supplying material for articles or only checking articles from other sources, Verne Burnett Associates and the A. A. N. members working directly with them have been responsible for items that appeared in newspapers throughout the country on such subjects as Arbor day, plant registration, introduction of new plants with the cooperation of the United States Department of Agriculture, industrial and farmstead beautification and information on late-season planting.

Special activities in which the A. A. N. has engaged through the trade-promotion program are supplying material for books on gardening, preparing advertisements for clean-up and plant-up campaigns, preparing programs for garden clubs, botanic garden lectures and radio broadcasts and giving help to advertising agencies in preparing copy which has resulted in the use of more landscape or garden scenes in advertisements. The A. A. N. is to design the markers for the Blue Star memorial highway, and all planting of these hundreds of markers is to be done by A. A. N. members.

To conclude the presentation Verne Burnett, head of Verne Burnett Associates, read a brief message.

Reports of Special Committees.

The meeting of the board of governors Tuesday morning was devoted to a business session at which reports of special committees were heard and proposed amendments to the bylaws were discussed.

Hugh Wolfe, Stephenville, Tex., chairman of the postal policy committee, reported that Congress had passed a bill in its closing hours giving postal employees increases in wages and also raising postal rates, as was reported in detail in the July 15 issue of the American Nurseryman. It was not expected that such a bill would reach a vote at this session; so there was not time for the postal policy committee to function effectively. Since the bill makes heavy increases in rates on third-class and fourth-class matter, which will seriously affect nursery firms, the postal policy committee will continue to function in order to obtain what it believes would be fairer rates. The individual nurserymen as well as the various nursery associations were asked to send letters or telegrams to their congressmen and senators in an effort to have this bill changed. Secretary White supplemented Mr. Wolfe's report with a description of the rapid last-minute passage of the postal bill.

It was recommended to the board of governors that the postal policy committee be included, by an amendment to the bylaws, as a permanent committee.

In a statement of policy on postal rates read by Mr. Wolfe the committee believed that since the postal service is considered a public service there would be much justification of public funds for its operation. It is felt that the new rates on third and fourth-class mail might be changed not to exceed those in the previous bill before Congress, and as other classes of mail are not self-supporting, that the requirement that fourth-class mail be self-supporting be removed from law. Seeds, cuttings, bulbs, roots, scions and plants weighing more than eight ounces but not exceeding ten pounds could be given the same rates now pertaining to catalogs in the same weight class. If enacted such a proposal would bring fourth-class rates into the same pattern as third-class rates on nursery stock as listed above.

These ideas have been transmitted to a statement to the House commit-

Peter J. Cascio.

tee on post office and civil service, and the A. A. N. postal policy committee recommended to the board of governors that this statement of policy be adopted as governing the association's position on postal matters.

The committee on awards, whose chairman, Howard Maloney, Dansville, N. Y., reported, believed that while any publicity value derived from giving an award for an out-

standing fruit, such as in the proposed Luther Burbank award, would be appreciated, it might favor the fruit's patent holder and benefit only one firm. But if such an award were to be approved, the committee did not approve the name Luther Burbank.

Propose Bylaws Amendments.

The remainder of the session was devoted to a discussion of proposed

Wayne Ferris .

amendments in the bylaws. Action on them was taken at the final session as described later in this report.

Wednesday Session.

Opening the session Wednesday morning, July 21, Frank McKennon, chief of the division of plant industry of the Oregon department of agriculture and vice-chairman of the National Plant Board, spoke on "Plant Board Activities and Nursery Markets." He related how the national and sectional plant boards, composed of state regulatory officials, made possible the freer movement of nursery stock in interstate sales.

The stand of the plant boards against red tape, against retaliatory quarantines and, indeed, against any measures not strictly necessary to the control or prevention of diseases and insect pests opened states for marketing stock that might otherwise be at least partially closed. The past decade has seen great strides in the removal of fees and tag requirements through the reciprocal agreements between states. The reduction in special tags and permits is going on.

Now the cooperative action against virus diseases of stone fruits is preventing state barriers. Instead of quarantine regulations, a long-term program of education and of establishment of approved budwood sources is meeting the problem.

The nurseryman should be his own inspector. His honesty in eradicating pests and in shipping only clean stock aids the reputation of his state as well as himself. Lack of such honesty reflects on both.

The plant boards stand against hasty quarantine action by individual states. Their objective is the freest movement of nursery stock consistent with protection of the industry and the public from plant diseases and insect pests.

Farm Market.

Addressing the convention on "The Farm Market Potential," Wheeler McMillen, editor of the Farm Journal, Philadelphia, described in glowing terms the possibility of a "permanent rural civilization" in this country. Through their current prosperity and unprecedented cash resources, the farmers have the ability to build a rural culture that will make their way of life more attractive and profitable.

The farm prosperity of recent years has caused a change in trend from tenant farmers to owner operators, three-fourths of the farms of the country now being operated by their owners. Figures in billions of dollars were used to indicate the increased value of the farmers' holdings in land and equipment. The farmers' income in cash from farm and nonfarm sources totaled a huge figure, making possible the farmers' realization of his dreams of comfort and culture.

Besides the farmers, said Mr. McMillen, there are more millions of rural dwellers. He thought the trend to the city had been reversed. The number of part-time farmers is increasing. There are many factors influencing decentralization of population besides apprehension of the atom bomb, hence his vision of a rural form of civilization yet unrealized. In this vision the nurserymen may play a big part.

Market-stimulating Contests.

Three short talks disclosed the influence of various agencies in the promotion of markets for nursery stock. These increase the public's interest in beautification and stimulate the public to active undertakings.

John S. Robling, public relations manager of Better Homes and Gardens magazine, told of its photograph competition for "More Beautiful America." Cash awards are made to communities that demonstrate the most improvement in appearance. Since the war, industrial developments have been included.

Kenneth H. Anderson, associate director of the National Committee of Boys and Girls Club Work, Inc., outlined the national 4-H home grounds beautification program, an annual competition. Boys and girls receive county, state and national awards for their work. They learn about plants and their uses, how to plant and care for them and how to beautify the farm home.

Under the supervision of the county extension agents, this program has great possibilities. Last year, however, awards were made in only 700 counties. Hence, nurserymen who have time to cooperate in this program, as speakers or in making awards, can extend the benefits of the program in their respective counties.

Court R. Conlee, promotion manager of the Milwaukee Journal, described the "Beautify Milwaukee" contest of that newspaper. Begun in 1946, as an aftermath of the victory garden program, which was enormously popular in that city, the competition was outlined on a 3-year basis, culminating in the anniversary year of 1948.

Several categories appear in the competition—homes, public buildings, public grounds and roadways, and industrial plantings.

Through the columns of the newspaper and over the radio, the contest was aggressively promoted in Milwaukee county, which contains 200

John B. Wight.

square miles and has a population of 850,000. The success is indicated by the enrollment of 28,000 entries each year.

May Compile Statistics.

Concluding the session, James I. E. Ilgenfritz, executive committeeman and chairman of the recently appointed special committee on statis-

tics, told of the increasing concern of some nurserymen about overproduction and their desire to obtain crop or production data to prevent overplanting. Discussion of this project in the past few years led to the

Jesse Breedlove, Sr.

appointment of his committee, of which the other members are Howard C. Taylor, Charles H. Perkins and Charles S. Burr.

Seeking a solution, they found that other industries compiled such statistics through the use of an impartial and outside agency such as a national firm of accountants. Such an agency, accustomed to the handling of confidential information, would receive the data contributed by individual members and, in turn, would render to each a report of the total figures without revealing individual sources.

To indicate the procedure and cost, he introduced Mr. Doescher, of Ernst & Ernst, who said such service had been rendered by his firm in a number of fields. The charge for the service was nominal, since the firm's interest was in the acquaintance of a larger number of enterprises that might be served in a professional capacity. The cost varied, but he estimated it would in this case amount to about $5 per reporting firm. Action on the committee's proposal was set for the following day's session.

Industry Statistics.

Outstanding in contributions to the convention program was the address, Thursday morning, July 22, of H. Truman Fossum, of Cornell University, Ithaca, N. Y. He has the support of several florists' and nurserymen's organizations, including the A. A. N., in gathering and analyzing statistics regarding the horticultural industry.

He pointed out that statistics of historical character can be set up by towns, counties, states and nations, to show trends. Averages can be obtained as to size of establishments, investment, etc., for comparison. Still other statistics show the relation of this industry to other groups in the national economy.

Statistics are of particular value in setting up merchandising policies on a long-term basis. These can be obtained at smaller cost by sampling than by complete coverage. While there are 3,000 counties in this country, 200 or 250 yield statistics that are representative of three-fourths of the country.

Useful figures can be gained from data supplied by the federal census bureau. These will be analyzed. Then an endeavor will be made to secure data through the coming census, that on business in 1949 and that on agriculture in 1950. Nurserymen should answer fully each questionnaire when received, so that the compilation may be as complete as possible. He ended with the statement that the trends show the nursery industry enjoys the most optimistic future of those lines competitive with it for the public's dollars.

Pertinent to Professor Fossum's remarks, James I. E. Ilgenfritz followed his report of the preceding day, for the committee on gathering statistics, by offering a resolution that a program of gathering statistics of production and sales be undertaken on an elective basis by an outside agency, the subscribers to pay a fee—probably a few dollars each—to defray the cost of compiling in an annual report the returns to be obtained from a questionnaire to be filled out by the subscribers. This proposal was unanimously adopted.

Canadian Nurseries.

Recently become a member of the A. A. N., Spencer McConnell, of the McConnell Nursery Co., Port Burwell, Ontario, outlined "The Canadian Nursery Industry," regarding which he is exceptionally informed as president of the Canadian Nurserymen's Association.

That body was formed a year ago by the union of the Eastern Canada Nurserymen's Association, composed largely of Ontario firms, and the Western Canada Nurserymen's Association, composed of widely scattered firms in the prairie provinces. The annual meeting was held in March.

Canadian nurseries, he said, are much like those on this side of the border, and their problems are much the same.

To indicate the progress in Dominion horticulture, he reminded his audience that the famous gladiolus Picardy was originated at the Vineland station and that notable flowering crabs had been bred at the Ottawa station, where also Miss Isabella Preston produced her widely known hybrid lilacs and where the McIntosh apple originated.

The afternoon session was devoted to completion of business on the board of governors' agenda except for an address by Jens Jensen, famous for his work in years past with the Chicago park system and now a resident of Wisconsin where he conducts a landscape school known as The Clearing. A native of Denmark, Mr. Jensen came to the United States in 1884 and soon developed a great love for the country and its native plants for landscaping.

Mr. Jensen believes that it is the job of nurserymen not merely to grow and to sell trees but to beautify the country which not only results in a better looking land but in a better citizenry. Mr. Jensen said that we could not be proud of America until all the schoolyards were planted and the barenness of the cities had disappeared, with grass replacing cement parkways and flowers replacing tin cans. He remarked on the continued depletion of America's resources and was highly in accord with the new slogan of the A. A. N., "Plant America."

Publicity Funds Voted.

The final day brought action by

Ray D. Hartman.

the board of governors on important matters.

Charles S. Burr, chairman of the market development committee, recommended that the sum of $26,000

Landscape Nurserymen Hear Addresses

Two lengthy sessions of addresses comprised the day's program of the National Landscape Nurserymen's Association, July 20, at Milwaukee. Most of the spadework as regards business is performed by the executive committee, which held three sessions.

Presented to the members were recommendations as to the bylaws, presented by George Siebenthaler. By the amendments adopted, membership is to be of three divisions, active, associate and honorary. Active members will be elected from A. A. N. members who do a preponderance of landscape business and who are approved by two members from their region and by the executive committee. Associate members may be elected from other A. A. N. members. Dues were raised from $10 to $20 for both classes, beginning in 1949.

Officers Elected.

Officers elected for the ensuing year were as follows: President, George Siebenthaler, Siebenthaler Co., Dayton, O., and vice-president, Vernon Marshall, Marshall's Nurseries, Arlington, Neb.

Elected to the executive committee were Louis Hillenmeyer, Jr., Hillenmeyer Nurseries, Lexington, Ky., for region 2; Laurence Holmes, White Elm Nursery Co., Hartland, Wis., for region 3; Vaughn Woodard, Neosho Nurseries Co., Neosho, Mo., for region 4, and Charles Armstrong, Capitol Nursery Co., Sacramento, Calif., for region 6.

Holdover directors are Charles Boardman, Farr Nursery Co., Weiser Park, Pa., for region 1, and Leonard Riggs, R. Lacy Nursery, Longview, Tex., for region 5. J. F. Styer, Concordville, Pa., retiring president, becomes director at large.

Reports of Officers.

The report of Secretary-treasurer Harold E. Hunziker, Niles, Mich., showed receipts of $3,857.94 the past year, of which $2,130 was dues income. The latter was considerably less than total expenditures of $2,863.76—hence the need for increase in dues, for the income from booklet publications and other projects could not be regarded as an annual resource.

Opening the morning session, President J. Franklin Styer presented his official address, stressing the current importance of the landscape nurserymen and the opportunities for their better service through the association.

Educational Committee Report.

Homer K. Dodge, Landscape Service Co., Framingham, Mass., offered his report as chairman of the educational committee. This was appointed a year ago to study the courses offered for the training of landscape nurserymen at universities. Discussion with representatives of educational institutions had led to the proposal by the committee of "a set of minimum standards of educational requirements for an approved course of training as a landscape nurseryman." The requirements followed suggestions received from members in replies to a questionnaire last December.

George Siebenthaler.

The required course would comprise two college years of 1,500 hours' study. General preparation should include, particularly, English, history, mathematics and the sciences of chemistry and physics.

Horticultural subjects would include soils, 210 hours; plants, 630 hours, and diseases and insects, 180 hours.

Landscape design studies would include arts and graphic expression, 180 hours; landscape design, 420 hours, and planting plans, 360 hours.

Engineering studies would comprise surveying and land measurement, 360 hours; engineering design, 240 hours, and construction operations, 180 hours. General business methods would require 240 hours.

Mr. Dodge, who was for two years an instructor in landscape architecture at Pennsylvania State College, upon graduation, explained that the questionnaire to N. L. N. A. members had brought responses from fifty per cent, an extremely high proportion. While only seventy-four college men were employed by the approximately 100 landscape firms replying, the latter indicated they would have openings for several times that number if properly trained. Need was for landscape designers doubling as salesmen and for landscape supervisors or foremen. They should have practical knowledge of plants as well as training in artistic landscape design. No college course at present is considered fully satisfactory, being either too theoretical, on the one hand, or restricted to nursery training, on the other.

Prof. John Bracken, Pennsylvania State College, stated at the afternoon session that the institutions would welcome the results of the committee's studies and that some changes in curricula would doubtless result.

The report of the educational committee received the approval of the members by vote, the work to be continued under the direction of the executive committee.

Selling in These Times.

Concluding the morning session, William J. Grede, Grede Foundries, Inc., Milwaukee, spoke on "Selling During These Times." As a director of the National Association of Manufacturers and as a participant in the labor-management conference at Washington, D. C., in 1946, he had a wide observation of businessmen's problems. He asserted that, in these times of good business, lethargy caused the loss of more markets than competitors. He urged the cultivation of discriminating customers and the practice of high business standards. The free enterprise system, as it is known in America, is a religious conception, he declared. Honest profits follow honest selling and honest methods. He urged that nurserymen sell according to such standards and at the same time "sell America."

Rural Market.

"Don't Overlook the Rural Landscape Possibilities" was the admonitory title of the excellent talk by R. B. Hull, landscape extension specialist at Purdue University, West Lafayette, Ind.

Illustrated by landscape slides, his talk revealed the need for more attention to the surroundings of the

farm home. In striving for production goals, farmers had lost sight of the farm home as the place for the rearing of their families. The environment of the farm family might, said Mr. Hull, become a sociological factor.

The term "rural beautification" scared away farmers, he said, and the goal now is for "farmstead improvement" or "farmstead development."

Mr. Hull outlined the manner in which farmers' interest was gained in such improvement. Important was a better plan for the location of the farm buildings, driveway and hog lot. Relocation of such improvements on old farmsteads was difficult, and progress was slow. New farm homes offered excellent opportunities for demonstration projects.

Essential is a plan for long-term changes to complete the remodeling of the farmstead from a production site to a real home.

Making His Way.

Jan B. Vanderploeg, North Muskegon, Mich., gave an entertaining talk on his business career under the title, "A Landscape Architect in the Nursery Business." When his florists' business suffered reverses at the beginning of the depression, he resolved to study landscape architecture and spent two years at Harvard University. After a few years in the government's employ in the east, he returned to Michigan with his wife to set up practice in his home town of Holland. This was not remunerative; so he purchased a nursery at North Muskegon, there to grow, not to propagate, the better stock that he desired for planting on landscape jobs. He has found the combination makes possible a professional service that is not competitive, not primarily a selling job, but a constructive and aesthetic contribution to the community. Mr. Vanderploeg's amusing delivery of talks to local organizations has resulted in his ability to charge for them, also. There was a guiding light, as well as entertainment, in his talk to his fellow nurserymen.

Milwaukee Parks.

Concluding the series of addresses was that on the parks system of Milwaukee county, by Alfred Boerner, chief landscape architect of the parks system, who is a brother of Eugene Boerner, rose hybridizer, of Jackson & Perkins Co., Newark, N. Y.

With a varied collection of colored slides he showed many features of the Milwaukee parks, described by him in the July 15 issue of this magazine. Since the Milwaukee county parks embrace 5,600 acres and require maintenance disbursements of $2,500,000 annually, their extent and varied character can well be recognized. The arboretum being developed at Whitnall park, the floral displays at Mitchell park and the forestry preserves on the outskirts revealed much to hold the audience's interest, in anticipation of the bus tour the following day.

MILWAUKEE CONVENTION.

[Continued from page 10.]

be budgeted for expenditure through the Burnett organization. That sum will carry on the same program as last year; it is $2,000 more because of higher costs.

Mr. Burr said twice or several times that sum could appropriately be spent, but since members' contributions covered that budget amount, their program was designed to fit the sum of money available. The publicity budget was then approved.

Luke May reported that the gift certificate had been less widely used than he anticipated, but he believed more firms would add to their sales by this means another season. The only cost involved is printing new forms. So it was voted to continue the gift certificate, but the amount of a minimum order reduced from $5 to $3.

The report of the grades and standards committee for some revisions of "Horticultural Standards," was adopted with one addition, that of grades for 1-year fruit trees by one-eighth inch steps. In proposing this addition, Wayne Melott said this had been the practice on the Pacific coast for some years. A summary of this report will appear in the August 15 issue.

Amend Bylaws.

Most important of several amendments to the bylaws was that to reduce the size of the board of governors. Seven proposals were submitted by various chapters, and that winning approval was the so-called Texas plan, which would have reduced the board to sixty-seven delegates instead of the 117 authorized for the Milwaukee convention. Under the new bylaw each chapter will elect one member of the board for the first $200 of dues paid by the active members of the chapter and one additional member for each additional $1,000 dues paid.

During the past year a special committee, of which Peter J. van Melle was chairman, studied the bylaws and made recommendations for their clarification. Chief among the changes was that relating to the president. To section 3 of article V was added, by vote at Milwaukee the sentence: "The vice-president shall, and the president may, but need not be, elected from within the membership of the executive committee."

This, with a few other changes in article V, will result in an 8-man board, consisting of six regional directors, the president exofficio and the retiring president or a member at large. Hence the president hereafter will not shoulder the additional responsibility of regional director.

The annual budget was adopted as outlined by the treasurer at an earlier session.

Committee Reports.

Reporting on the president's address, secretary's message and other convention addresses, Avery H. Steinmetz, for a committee composed of himself, Harold Parnham and Arthur Webster, reviewed each briefly in excellent summary.

For the resolutions committee, composed of himself, John Varnell and Tom Kyle, Charles Boardman offered several which met the unanimous approval of the board. Most important is the restriction that a nurseryman, to be eligible for A. A. N. membership, must have been actively engaged in his own nursery enterprise for a minimum period of two years.

The A. A. N. voted to support the program of the National Council of State Garden Clubs in beautifying a memorial Blue Star highway, for which the A. A. N. has been asked to prepare a plan for the base planting about markers on the highway, of which there will be several hundred. This project is outlined in Secretary White's message published on another page of this issue.

Adoption of the new slogan "Plant America" was voted, with the urging that other horticultural, civic, conservation and similar organizations also adopt it.

Fourth of the resolutions offered by Mr. Boardman's committee was one expressing opposition to the extreme increases of freight and other transportation rates as out of line with corresponding costs. Current charges on shipments are as much as fifty per cent higher than two years ago. One case was cited of transportation costs amounting to two-thirds of the value of a shipment. This resolution was likewise unanimously adopted.

F. R. Kilner presented the report of the necrology committee. One past president was taken by death

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Association Secretaries Compare Ideas

Organized last July at Boston, the Association of Nursery Association Secretaries held its second meeting July 20 in parlor A of the Schroeder hotel, Milwaukee. About twenty secretaries and an equal number of

Miles W. Bryant.

interested nurserymen listened to talks and participated in open discussions.

Miles Bryant, Princeton, Ill., secretary of the Illinois State Nurserymen's Association, and John Siebenthaler, Dayton, O., secretary of the Ohio Nurserymen's Association, were reelected president and vice-president, respectively. Bernard Ward, Lansing, Mich., secretary of the Michigan Association of Nurserymen, was elected to fill the office of secretary, which had been vacant for several months. It was proposed that the program chairman be located in the area where the next meeting is to be held, and so Elmer Merz, Sacramento, Calif., executive secretary of the California Association of Nurserymen, was chosen to make plans for next year's meeting at San Francisco. Dues to the association have been handled through the A. A. N. office, and it was decided to continue this procedure and not to have a special treasurer.

After each secretary and others present had introduced themselves, Richard P. White, executive secretary of the American Association of Nurserymen, gave an informal and amusing talk on "The Importance of Attention to Details in Planning a Smooth-running Convention." His first recommendation to secretaries was that as many details as possible be taken care of before the convention opens. Try to anticipate problems that will arise; keep notes on anything overlooked during a convention so it can be properly attended to at the next convention.

In selecting a hotel for convention headquarters the secretary should find out if the hotel can provide proper, suitable and comfortable meeting rooms for both large sessions and small committee meetings. These rooms should be air-conditioned if possible, well lighted, and have comfortable nonsqueaking chairs. A tour of the kitchen and sampling a meal at the hotel are a prerequisite to determine if good food will be prepared and all meals efficiently served. Bedroom accommodations, space for exhibits and quality of room service are only a few more of the facilities that must be looked into. The association is buying service when it selects a hotel for convention headquarters; so the secretary or selection committee is entitled to investigate hotel facilities thoroughly.

To have a successful meeting from the secretary's viewpoint, speakers should be met and assigned a host for their entire time at the convention. The speakers' platform must be provided with all necessary items, such as a gavel, drinking water and a podium if wanted. The public-address system must be tested immediately before it is to be used. Any requirements the speaker may need, such as motion-picture projectors or blackboards, must be ready. It was suggested that the secretary send the speaker a card or form letter to have him indicate any equipment which he would require so that it would be ready in time. A form is to be made out for distribution to all associations for this purpose.

In planning the program, one should keep it balanced and not too long and the speakers' topics should be so worded they will appear interesting. Some background notes on the speaker should be included if possible or certainly given the audience when the speaker is introduced. Most important of all, the sessions should start on time and be kept on schedule. Speakers should be allowed a specific amount of time.

A number of the state and regional nurserymen's associations issue monthly bulletins or news letters to keep their members informed of coming events and give resumes of meetings and educational information on such subjects as nursery practices and plant diseases and their control. These publications are an excellent means of bridging the gap between meetings.

The bulletins of the New York State Nurserymen's Association and of the Indiana Association of Nurserymen were mentioned as two outstanding publications. I. J. Mathews, Gary, Ind., president of the Indiana Association of Nurserymen, described his association's bulletin. Its editorial contents are purposely in the light and humorous vein. There was a difference of opinion among those in the room as to whether these bulletins should be entirely serious in nature or contain much humor. The Indiana publication is partly paid for through advertising, mostly of the good-will type, with the rest of the expense defrayed by the association. About 300 copies of the 4-page folder are printed and distributed monthly at a cost of approximately $45 a month.

A round-table discussion on "The Cooperation of Nursery Associations with Other Types of Organizations Within Their Area" was led by Bernard Ward, Lansing, Mich., secretary of the Michigan Association of Nurserymen, who told of co-

John D. Siebenthaler.

operative efforts in Michigan which have resulted in a course in nursery and landscape management particularly designed for veterans. The associations of florists, fruit growers, canners and horticulturists in the state were approached by the nursery

association. A committee of representatives from each group formed the Michigan Horticultural Council and succeeded in obtaining an appropriation of $150,000 for the college and followed through on its expenditure. Recently the council was successful in persuading the state legislature to appropriate $375,000 for a range of greenhouses at the college and hopes to obtain an equal amount next year.

John Siebenthaler, Dayton, O., secretary of the Ohio Nurserymen's Association, told of the $1,000 fellowship the association gave to Ohio State University and of the $100 prize given to the highest-ranking student in the school of horticulture at the University of Connecticut as good ways of cooperation with colleges which served to benefit members of the nurserymen's association.

Elmer J. Merz, Sacramento, Calif., since February 1 executive secretary of the California Association of Nurserymen, told of the many cooperative efforts of his association, which has several chapters within the large state organization. Committees meet with the farm bureaus, Veterans' Administration, governor's research committee, agricultural colleges and the state department of agriculture.

Howard G. Tilson, Lexington, Ky., secretary of the Kentucky Nurserymen's Association, who is associated with the state experiment station, said if nurserymen wish more research work done for them they must approach the officials of the colleges and also secure the necessary appropriation from the state legislature.

Concluding the program Dr. L. C. Chadwick, department of horticulture, Ohio State University, Columbus, and secretary of the National Shade Tree Conference, spoke on "How State Nursery Associations Can Better Serve Their Members and the Public." If the association serves its members well it will automatically benefit the public. The first obligation owed the members is a good annual meeting devised to impart information and good-fellowship. An outstanding educational program is difficult to arrange year after year, but every effort should be made to interest every member regardless of the size or nature of his nursery.

While educational, the program should not be given entirely by scientists but by a good representation of commercial nurserymen. There should be free discussion of all subjects, with no attempt to keep secret one's nursery practices. Dr. Chadwick also emphasized the importance of open discussion periods.

There is a great deal of educational good to be derived from exhibits at conventions which may be of three types—those by allied tradesmen, those by nursery firms and noncommercial exhibits put on by the department of horticulture or by the state department of agriculture.

And the program must provide good entertainment if it is to be completely successful. If an association has both a winter and summer meeting, the latter should be more

Elmer Merz.

of an outing or entertainment feature instead of an educational program.

Dr. Chadwick stressed cooperation with state agencies as a means of mutual benefit and said that the universities and experiment stations welcomed discussion of research with nursery groups. He mentioned the taxus trial gardens at Ohio State University made possible through contributions from nurserymen and research carried on by the college staff.

Discussing association publications, Dr. Chadwick believed they should be highly educational, since they are one of the greatest features for bringing out a good attendance at meetings. Dr. Chadwick edits "Nursery Notes," a monthly mimeographed bulletin sent to Ohio nurserymen. It is run separately from the association but nevertheless is highly mindful of the group.

Since association secretaries usually receive little or no remuneration for their work and have more than enough to do, Dr. Chadwick suggested the work involved in publishing an association bulletin be delegated to someone other than the secretary.

Dr. Chadwick believed membership could be doubled through informative programs, a news bulletin and a little sales effort at conventions.

CONVENTION NOTES.

The Baby Ramblers, a club of the younger set of nurserymen, was reorganized at the convention and at a breakfast meeting July 21 elected the following officers: Ray Rice, Geneva, N. Y., president; John B. Hill, Dundee, Ill., vice-president, and Robert Beam, Yakima, Wash., secretary-treasurer.

A. E. Weston, Neosho Nursery Co., Neosho, Mo., is recovering at home from an operation for stomach ulcers. His progress is aided by chuckles over the newspaper notice received by an order for flowers sent him by President Truman. The order arrived at the Kansas City hospital after Mr. Weston had returned home, and the hospital told the florist the patient had gone to Nevada, Mo. When no A. E. Weston was found there, a notice in boldface type appeared in the Nevada newspaper "Paging Mr. Weston." A friend saw the item in the Nevada paper, and Mr. Weston received his flowers.

Mr. and Mrs. Walter Hillenmeyer left for a two weeks' vacation on Cape Cod after attending the convention. They will return to Lexington, Ky., in time for Louis Hillenmeyer, Sr., to appear on the program of the Southern Nurserymen's Association convention, while Louis, Jr., has a repair operation for hernia.

Peter Koontz, sales representative of the Mount Arbor Nurseries, Shenandoah, Ia., is confined to his home, at Springfield, O., after two recent strokes. His friends at the convention signed a letter to tell him he was missed.

Robert Pyle returned from a rose expedition to Europe in time for the opening of the convention, as did Eugene Boerner. By accident, they flew across in the same plane.

John B. Wight, executive committeeman, was suddenly called home to Cairo, Ga., on the morning of July 20 by the death of his 84-year-old mother, who had undergone an operation some time before.

Harry Hobbs, Bridgeport, Ind., was greeted with a "Happy Birthday" song at the banquet, as his birthday anniversary is July 21.

Henry B. Chase, president of the Chase Nursery Co., Chase, Ala., was obliged to cancel his trip to the con-

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President's Message to A. A. N.

By John Awdry Armstrong, President, A. A. N.

The past year has been a reasonably normal one for the nursery industry. We have all had to put forth much more effort in selling our products than in the previous several years, and possibly the problems of production have been somewhat less burdensome. All in all, I think it has been a successful year for nurserymen.

It seems to me that it has also been a successful year for the American Association of Nurserymen. While the problems that have faced us have been many and varied, they have not been too difficult to cope with. Certainly it has not been a passive year. Your present officers started out with a definite program to work toward. We have attained most of the goals set up in that program.

I shall not take your time to mention all of our activities and accomplishments during the year, but since I feel somewhat of a justifiable pride in them, I shall review in a brief way some of the things that your officers, administrators and committeemen have been doing.

This was the first full year of our trade promotion program. A tremendous amount of work has gone into it. As you know, the executive committee put this activity in the laps of your market development and publicity committee composed of twenty-eight members from all six regions of the A. A. N., chairmanned by Charles S. Burr. It is this committee which has initiated the policies to be followed and which has approved the contract with the Burnett Associates, who have been doing the detailed work. I can say here that there has been a splendid spirit of cooperation among all of those involved in putting over this promotion activity. I should like to compliment Mr. Burr and all of the others who have worked on our trade relations program. How effective and valuable it has been is for you, the members of the association, to judge. It is your program, for your benefit.

The A. A. N. gift certificate, which was inaugurated during the past year, has gained momentum slowly. It seems to be suited to the sales activities of some firms, but possibly does not fit into the activities of others. It is a flexible idea, and I have no doubt that it will be modified and continued so that it will be an important sales outlet for many of our members.

Other important activities of the past year include the inauguration of a register for woody plant varieties, which is in active operation, and the issuance of a booklet on soil conservation in conjunction with the United States soil conservation service, of which all of you have received a copy. From our Washington office has been gathered information which has been compiled and released to our members on fruit variety trends and fruit tree production. Along this line the executive committee has been considering some organized effort to compile nation-wide production statistics on nursery stock in a form which will be of some value to you. We have also appropriated a sum of money from the treasury to help compile some census statistics, the possession of which we think may be advantageous to the industry.

John Awdry Armstrong.

Considerable work has been done on the advancement of bud certification programs in various states in an effort to prevent the spread of virus diseases of stone fruits. The executive committee has adopted a complete set of policies for the A. A. N. so that we know exactly where we stand in black and white on certain controversial subjects and on the interpretation of our bylaws. Action was initiated to have the A. A. N. sponsor several awards in connection with new fruits, about which you will hear at this convention.

One of the principal functions of our staff at Washington is to keep tab on the legislation affecting our industry which is enacted on Capitol hill. Secretary White's eagle eye is always cast that way, and whenever the right time comes to speak for the nurserymen, he is on the job in the congressional committee rooms and in any other way which will be effective. This one activity alone is worth the dues that all of us pay.

When a trade association is doing a good job the results are usually reflected in the membership rolls. The report of the membership committee for this convention indicates that we have as of today, 1,157 members—the largest total membership in our history. Of these, 136 are new members added during the year. At the same time we lost forty-seven for various reasons, making a satisfactory net increase of eighty-nine. In connection with membership, I want particularly to commend the work of one of our executive committeemen, John Wight, who has almost single-handedly whittled out two new chapters down in Mississippi and in Florida, where a number of new members have been signed up. Still a third new chapter will be presented with its charter at this convention. This one, South Carolina, is also in John Wight's territory.

Looking to the Future.

Having thus disposed in a hurried way of the past year, I suppose it is incumbent upon your president to do a little speculating about the future. I do not pretend to forecast what is coming for our industry any better than you can. Each of us will still have to do a bit of guessing, for growing nursery stock is still one of the biggest business gambles. It has been my experience that our industry follows the same general economic trends as all other business operations. We react in about the same way and at about the same speed; so what comes to the country as a whole will come to us at the same time in the same way—no better—no worse.

We are now in a transition period in the nursery business, from years when stock was short and sales were easy to get, to a period when we have plenty of material to sell and buyers

Address of John Awdry Armstrong, president, presented at the convention of the American Association of Nurserymen, at Milwaukee, Wis., July 19.

are not so easy to find. If we all understand that position, we should have no great difficulties in the future. Already the saturation point has been reached on some nursery stock, fruit trees for instance. We may reach the same point on other materials within the next year, but I think most of us would reason that it will take several years before the supply of available quantities of good ornamental material is even equal to the demand.

For several years we have been reading dire predictions by some economists who are supposed to know their stuff that we were in for an eventual sudden drop in business activity such as we experienced back in 1929. So far, results have shown that these economists have not known any more about it than the rest of us. It seems to me that it is just as logical to assume that there will be no sudden drop in business activity and no great extremes, at least in the next several years, but that business volume may change gradually with only minor upswings and downswings, so that we can adjust ourselves to it as we go along.

One trend that distresses me somewhat is the disposition of many members of our industry to start cutting prices as soon as the situation becomes at all competitive. Naturally, we all owe it to our customers to supply them with our products at the lowest unit cost possible, but we also owe it to ourselves to do business on a profitable basis. We have never been noted for a stiff backbone when it comes to keeping our prices where they ought to be to make a profit, and the price analysis which was sent out from our Washington office in May indicates that the prices of nursery stock are already sliding off to a somewhat alarming degree when there is actually no basis for it. Costs of your operating supplies are higher than ever, and the wages of your employees are not going down. The report of your transportation committee indicates that it is going to cost you a lot more to ship in and ship out your own products and everything else that you use during the next year. The bill which slipped by in the last few hours of the last Congress, raising postal rates from twenty-five to fifty per cent, is certainly going to increase the cost of doing business for almost every one of us.

The price structure must be held at a point where it will return a profit; otherwise, we as an industry shall be in bad condition. We have never paid very high wages in the nursery industry. Cutting prices will never keep them up. While growing nursery stock is a farming operation, it is certainly a very specialized farming operation and should be conducted on a much higher plane than ordinary field crops. That is the only way in which we attract young ambitious men into the nursery business to replace some of us old mossbacks.

Several years ago a poll was conducted among our members to determine the attitude of the A. A. N. in connection with proposed legislation to extend the coverage of the social security law to agricultural workers, which of course, would include a large percentage of our nursery workers. At that time a majority of our members voted against such coverage. I am hoping that the next time the subject comes up in Congress, which it probably will in the next session, we shall conduct another poll and reverse our position on this subject. Indeed, I make a definite recommendation at this time that we take such a poll when Congress meets again. I think the workers in our industry are as much entitled to the benefits of social security as are those in any other type of business operation.

The year spent as president of your association has been a pleasant and educational one for me. I have visited groups of nurserymen in various sections of the country which I had not previously seen. I have had the privilege of getting acquainted with dozens of our members in all sections of the country, and wherever I have gone on association business I have found every group more than friendly and showing a willing spirit of cooperation. It is a year that will always be remembered by me. My experiences in this term of office have confirmed the statement that I made when I took over this job a year ago in Boston, that the more I come to know and meet with nurserymen, the more I think they are just about the finest and soundest group of citizens in the country.

MILWAUKEE CONVENTION.

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the past year, J. M. Augustine, Normal, Ill. Recorded were the deaths, in the preceding twelve months, of twenty-seven heads of member firms or persons in the immediate families.

Convention Cities.

Ray Hartman again invited members to San Francisco for next year's A. A. N. convention. The Fairmont hotel has been selected. Reservations on the special train already totaled 135, he said.

Arthur L. Watson presented Detroit as the convention city for 1951—the convention for 1950 already being planned for Washington, D. C. Also for 1951 J. Frank Sneed advanced the city of New Orleans. Decision will be made later by the executive committee.

After the formal election of officers, according to the nominations reported on a preceding page, the retiring president, J. A. Armstrong, was presented by Richard H. Jones with the past president's pin and a handsome pigskin brief case. President Howard C. Taylor assumed the chair with a brief speech, and the other newly elected individuals received a round of applause.

Executive Secretary R. P. White closed the proceedings with acknowledgment of the excellent work of the local arrangement committees, successful in providing for the A. A. N.'s largest convention to date in arranging for the comfort and enjoyment of over 800 visitors.

Entertainment.

Social activities got off to an early start with the opening of the Rathskeller Sunday evening preceding the formal call to order the following morning. Located just opposite the foyer, where trade exhibits were on display, and the room where business sessions of the convention were held, the Rathskeller was a convenient center of activity after meeting hours. There A. A. N. members and guests enjoyed cooling refreshment and entertainment in a gay 90's atmosphere.

One of the outstanding social features was a southern-style barbecue Monday evening given by the Brown Deer Nurseries of Holton & Hunkel Co. E. C. Hunkel, president of the firm, and Jess Foster, vice-president in charge of the nursery division, were hosts. Robert Chase, manager, was at a strategically located microphone to greet guests individually as they arrived.

Expert barbecuers were especially imported from the south to prepare the barbecue, which was served under a large open-sided tent where there were ample tables and chairs to accommodate the crowd. Near by in the nursery's recreation hall Milwaukee's foremost product was on tap.

In addition to enjoying the barbecue, the nurserymen toured the nurseries, where there are over 450 acres of nursery land, over 100 of which are devoted to the propagation of

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Secretary Reports Year's Progress

By Richard P. White, Executive Secretary, A. A. N.

"Markets, merchandising and salesmanship" is the theme of this convention. During the week we shall have the privilege of hearing from several speakers who have been picked for their specialized knowledge of some phase of merchandising pertinent to this theme and to this industry. The rest of our program is of like caliber.

Hotel Accommodations.

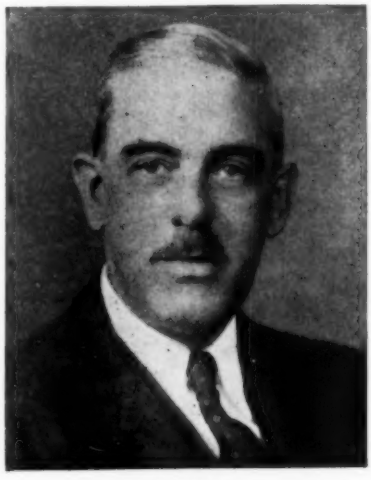
We have now grown to be one of the larger trade associations of the country. Our annual meetings are assuming more and more importance in the management of the organization and consequently are more generally attended. This growth, however, is not without its minor disadvantages, one of which is hotel accommodations. Because of our size, we must resign ourselves to the use of two or more hotels in most cities where we convene. Next year at San Francisco, the Fairmont hotel will be our headquarters. The Fairmont and the Mark Hopkins have guaranteed ample guest rooms. Anticipating an unusually large attendance for the seventy-fifth diamond jubilee convention at Washington in 1950, we have had set aside 350 rooms at the Statler for headquarters, 150 at the Ambassador, 100 at the Lafayette and seventy-five at the Carleton, with others available, if needed, in hotels near by.

New Projects Initiated.

The A. A. N. has finally closed the gap in the field of plant registration, by the initiation of its official register of new woody plants exclusive of fruits, nuts and roses, these fields already being covered by other agencies. Two quarterly lists have been released to the trade and gardening press, constituting a total of 136 plants. This register must constantly be called to the attention of plant hybridizers working with woody plants, so that, as these new creations are introduced to the gardening public, they can be included in the A. A. N. register.

Our cooperation with the United States Department of Agriculture in the testing and distribution of new ornamental plants, while not initiated this year, saw the first official naming and release of new varieties of plants following testing by A. A. N. members. Two new chrysanthemum hybrids under test in 1947 were named in 1948, Tampico and Ivory Glow. A news story was released to the garden press with photographs and a list of A. A. N. cooperators who had received propagating stock. This story was widely used, and in many instances the names of the local A. A. N. members were mentioned.

At this point I wish to say that at the urgent request of garden editors we shall distribute to them annually a complete roster of our members. Our public relations office at New York has repeatedly been asked for the names of A. A. N. members in the trade territories of garden editors, for the purpose of aiding these editors in directing inquiring gardeners to sources of good plant material. Being on the roster which will be supplied to the garden press might readily be the means of securing new business annually amounting to many times the size of your dues.



R. P. White.

Census.

In 1949 the census will again be taken, and we are hoping that a more complete census of the nursery industry than we have had for several decades will result. We have had several joint conferences with census bureau and United States Department of Agriculture officials and have agreed upon the completed schedule forms. All farm and ranch returns showing more than $1,000 income from the sale of nursery stock will be separately processed. Such producers will receive by mail a complete nursery schedule.

The A. A. N., as in 1939, will forward an advance sample copy of the nursery schedule to all its members and to all members of state associations not on the A. A. N. membership list, in the hopes that these schedules can be filled in at your leisure. This is the agreed-upon procedure, but economy in this last year's Congress may preclude the consummation of the agreement. We are prepared to assume our share of the cost in gathering the data. We beseech you as nurserymen to make full, accurate and prompt returns. Never yet has the census bureau divulged any individual census information, and the accuracy of a census is determined solely upon the accuracy of the individual returns.

Industry Statistics.

The previous item leads logically to report to you on what has been done this year in the field of industry statistics. President Armstrong has already reported on our grant to Cornell University for the support, in part, of the research activities of Mr. Fossum. But we have been doing some statistical work in our own organization sandwiched in with our other duties and obligations.

We have continued our price studies, and they have been reported in our news letters. I hope the data have been studied by every member of the trade. With an increasing cost of production and distribution, a reduction of sales price can only result in a reduced margin of profit. The merchandise which you are selling today was produced on a high-cost basis. It must be sold on a high-cost-plus-profit basis if you and your company hope to continue solvent. There has been no sales promotion program ever conceived and executed that has been able to correct errors of business judgment. Errors of business judgment leading to surpluses can only be attacked successfully by a correct appraisal of economic and statistical information. The more complete and accurate is the information upon which business decisions are made, the less is the opportunity for errors in judgment.

It is not a healthy situation, in my opinion, to see prices of nursery stock turn downward when costs of pro-

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Excerpts from the report of Richard P. White, executive secretary, presented at the convention of the American Association of Nurserymen, at Milwaukee, Wis., July 19.

evergreens, and also saw the highly modern greenhouses containing more than 700,000 feet of glass, in which numerous kinds of plants are being grown for the florists' trade.

The big ballroom at the Hotel Schroeder was crowded with more than 700 persons when the A. A. N. banquet was held, July 21. An excellent repast was followed by an entertaining floor show and then dancing.

Time was taken only to introduce the past presidents at the head table. Senior of those present was E. C. Welch, Shenandoah, Ia., and in order thereafter Lloyd C. Stark, Louisiana, Mo.; M. E. Cashman, Owatonna, Minn.; William Flemer, Jr., Princeton, N. J.; John Fraser, Jr., Huntsville, Ala.; Paul Stark, Louisiana, Mo.; Miles W. Bryant, Princeton, Ill.; Edward L. Baker, Fort Worth, Tex.; Chet G. Marshall, Arlington, Neb.; Owen G. Wood, Bristol, Va.; Avery H. Steinmetz, Portland, Ore.; Edwin H. Stark, Louisiana, Mo.; Frank S. LaBar, Stroudsburg, Pa.; J. Frank Sneed, Oklahoma City, Okla.; Arthur H. Hill, Dundee, Ill., and Richard H. Jones. Nashville, Tenn.

Others at the head table were President J. A. Armstrong, Vice-president Howard C. Taylor, Spencer McConnell, president of the Canadian Nurserymen's Asociation; Thomas S. Pinney, general chairman of convention arrangements; W. J. Smart, transportation chairman, and Curtis Porterfield, new administrative assistant at A. A. N. headquarters office.

Robert Beam, in behalf of the Baby Ramblers, presented President Armstrong with a handsome wrist watch, suitably engraved, the award for outstanding horticultural research during the year.

Acknowledgment was made of the gardenias presented the ladies, shipped to Milwaukee by the San Francisco chamber of commerce, and of the fine big blueberries, Rancocas, which constituted the banquet dessert, provided by Krieger's Wholesale Nursery, Bridgman, Mich.

For the Ladies.

The Ladies' Auxiliary held its annual convention July 20, electing the following officers: President, Mrs. John McDonnell, Oakland, Calif.; vice-president, Mrs. Owen Wood, Bristol, Va.; secretary, Mrs. Carl Hansen, Brookings, S. D., and treasurer, Mrs. Avery H. Steinmetz, Portland, Ore. The slate was presented by a nominating committee chairmanned by Mrs. Steve Brady, Fort Worth, Tex.

Some amendments to the bylaws were adopted to simplify the proceedings at the annual meeting. There followed the report of the special committee on the matter, consisting of Mrs. J. Howard Burton and Mrs. Carl Hansen.

Several pleasant excursions were provided. July 19 about 150 women and children attended the radio broadcast of "The Grenadiers" at Radio City, and a number were called on during the course of the program.

July 20 the annual luncheon was featured by a fashion show by Hixon, Inc. In the afternoon five busses carried the ladies on a trip through residential Milwaukee.

July 21 many women visited the Phoenix hosiery mill in operation and received as a gift a pair of hose in the new fall shade — Romance, Mrs. Burton says it is called.

Trade Exhibits.

A wide variety of trade exhibits were strategically placed in the foyer between the meeting hall and the Rathskeller and on the main floor below near the registration desk, which included displays by Cloverset Flower Farm, Kansas City, Mo., a motion picture of its operations in selling stock in pots with a commentary by Kenneth Haysler; George B. Carpenter Co., Chicago, Ill., twine; Ra-Pid-Gro Corp., Dansville, N. Y., plant food; Ariens Co., Brillion, Wis., rotary tillers; F. H. Woodruff & Sons, Inc., Milford, Conn., grass seeds; A. M. Leonard & Son, Piqua, O., nursery tools and supplies; John Bean Mfg. Co., Lansing, Mich., sprayers; Premier Peat Moss Corp., New York, N. Y., peat moss; L. Teweles Seed Co., Milwaukee, Wis., grass seeds; J. E. Fricke Co., Philadelphia, Pa., cordage; Harry A. Lowther Co., Joliet, Ill., movie of a tree planter in operation; Gravely Mid-West, Inc., Minneapolis, Minn., powered garden equipment; Gray, Inc., River Forest, Ill., plant tubs; Felins Tying Machine Co., Milwaukee, Wis., tying machine; Royer Foundry & Machine Co., Kingston, Pa., compost shredder-mixer; Karl Kuemmerling, Inc., Canton, O., arborists' supplies; Pittsburgh Plate Glass Co., Milwaukee, Wis., insecticides; Swift & Co., Hammond, Ind., plant food; Milwaukee Equipment Mfg. Co., Milwaukee, Wis., garden tillers; Zonolite Co., Milwaukee, Wis., Terra-Lite; Gardner's Nurseries, Rocky Hill, Conn.; Clinton Nurseries, Clinton, Conn.; Williams & Harvey Nurseries, Kansas City, Mo., tree mover; Krieger's Wholesale Nursery, Bridgman, Mich., and Arp Nursery Co., Tyler, Tex., color pictures of the nurseries shown on a Selectroslide, an automatic projector.

CONVENTION NOTES.

[Continued from page 16.]

vention when Mrs. Chase broke a hip. She is reported satisfactorily on the mend.

Left-handed greetings were offered by Albert F. Meehan, afflicted with bursitis in his right arm, and by Bj. Loss, who had stuck a finger in a revolving fan.

Leonard Riggs, of the Lacy Nursery, Longview, Tex., was forced to cancel his convention trip at the last minute on account of an abscessed ear.

Another gavel was added to the A. A. N. collection by the gift of President J. A. Armstrong, who used it at Milwaukee. It is made of California redwood, Sequoia sempervirens.

Arthur Palmgren, Glenview, Ill., missed the convention because he and his mother were on a cruise to South America.

California was represented by over a score of nurserymen and as many members of their families. They were full of welcome to A. A. N. members to attend next year's convention at San Francisco.

Members of the California chapter of the A. A. N. and of the Central California Nurserymen's Association distributed humorous 4-page folders inviting A. A. N. members to next year's convention at San Francisco.

Although there were no special transportation arrangements for this convention, the delegation from Tyler, Tex., made the trip in a specially chartered Pullman.

Mr. and Mrs. Bert Kallman, Santa Barbara, Calif., continued their auto trip eastward after the convention. Mr. and Mrs. E. C. Tomlinson, Whittier, Calif., went on to Detroit to obtain delivery of an automobile to drive home.

Much praise went to the local convention committees for the thorough arrangements, record attendance and a balance in the treasury after bills were all paid. Thomas S. Pinney, Sturgeon Bay, Wis., was general chairman, and Charles H. Hawks, Jr., Wauwatosa, was treasurer. Committee heads were: Budget, Charles Hawks; decorations, E. C. Hunkel, Milwaukee; entertainment, J. F. Foster, Brown Deer; exhibits, Ed Eschrich, Milwaukee; transportation, Walter Remond, Milwaukee; registration, H. W. Riggert, Fort Atkinson; publicity, L. L. Kumlien, Janesville, and ladies' program, Mrs. E. C. Hunkel.

Since finishing college in June, Katherine Baker, daughter of Mr.

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Transportation Rates Up

By Clifford R. Emlong, Chairman, Transportation Committee, A. A. N.

During the year the railroads and the express company have been granted three increases in rates, which have diverted shipments of nursery stock from express to parcel post whenever possible and from both express and L.C.L. freight to truck lines in other cases. These increases, amounting roughly to twenty per cent in the western territory, twenty-five per cent in the southern territory and thirty per cent in the eastern territory, have also given rise to investigation and subsequent use, between certain points, of air freight.

The aim and objective of the Interstate Commerce Commission seems to be an equalization of rates between territories, so that tariffs will bear a closer relation to length of haul and type of commodity than is now the case, thus eliminating the differential to some extent between tariff territories. The financial affairs of the railroads and the Railway Express Agency are public affairs, since both are regulated by the Interstate Commerce Commission, since the tariffs published by both are matters subject to the approval of the commission and since both are required to submit financial statements in justification of requests for tariff adjustments.

It is generally known, therefore, that the carriers have been granted increased rates on account of increased cost of doing business, as represented by labor, fuel, maintenance expenses, etc. However, these increased rates of transportation costs have posed a real problem to nurserymen.

Conferences have been held by your secretary and others with various officials of the Railway Express Agency both at New York and at Washington, at which a considerable volume of data has been presented to indicate that mail-order nurserymen can no longer afford to use express for small package shipments, as the express charges are often as much as or more than the total value of the package and are frequently double or treble parcel-post rates.

The rate officials of the express company are now fully informed as to the situation and have it under advisement. This is recognized as a mutual problem, and it is our feeling that they are as anxious to find a reasonable solution to the matter as we are. To live they must have traffic; to do business we must have transportation facilities available at reasonable cost.

Freight costs are getting so high in relation to the value of our commodity that it has already had an influence on distribution, and this influence will be increasingly felt. Wages are a major item in the railroads' cost of doing business, and these, by strikes and otherwise, have been forced upward. Coal is another major cost for most carriers, and strikes and threats of strikes in the mines and the demands of union leaders have forced this cost upward. Featherbedding not only prevents economy in operation, but actually contributes to increased costs with no contribution to increased output.

Clifford R. Emlong.

Only one conclusion can be reached; namely, that increased transportation cost in both the freight and express fields is the direct or indirect result of increased labor costs. In view of this fact, and the fact that both agencies are government regulated and controlled, there is little that we can do except to protest, in the hope that in any rate revision we shall not suffer any worse than any other industry.

Transportation by parcel post is a major factor, particularly with the mail-order concerns in our membership. The special committee on postal policy has drafted the basic policy governing the actions of the association toward revisions in postal rates.

It has been proposed by one commissioner of the I. C. C. that the Railway Express Agency give up the small package field; that is, packages less than seventy pounds in weight, and turn over this business, which it claims is being carried at a loss, to parcel post. Commissioner Alldredge's theory is that the express company could well be rid of this "losing" business, which if turned over to parcel post would increase volume to such an extent that the reputed deficit there would likewise be reduced. Adjustments in parcel post size limitations would be contemplated under such a scheme. There are at least two things wrong with such a proposal: (1) Postmaster General Donaldson objects on the basis that he has more of this type of parcel post than he can now handle and does not want any more of it. Besides, he, too, claims it is a "loss" business. (2) The Railway Express Agency does not want to lose this business, if some way can be found to retain it.

Rough handling of both parcel post and express, as well as inordinate delays, has been a frequent complaint this year. We have suggested that the express company reissue its "Right Way Bulletin" on the care to be exercised in handling packages of nursery stock. If enough members would cooperate in keeping records and in reporting damaged packages, it might be possible to discover the transfer points or other places where the major share of the damage was taking place.

The outlook for the coming year is not a favorable one. Service will not improve very much, we must face the possibility of increased parcel post rates and there is a possibility of increased express and freight rates if they experience another cost-of-living wage raise.

We cannot expect our customers to absorb increased shipping rates; therefore, we must continue to fight for reasonable shipping rates.

A. R. STALLINGS has started the A. R. Stallings Nursery on thirty acres at Gladewater, Tex., and is growing roses and shrubs. Mr. Stallings grew nursery stock as a hobby for thirty years while employed in the post office before establishing his present firm.

Report of the committee on transportation presented by C. R. Emlong, chairman, at the convention of the American Association of Nurserymen, at Milwaukee, Wis., July 19.

Mississippians Hold Growers' School

By F. S. Batson and E. W. McElwee

Over 200 nurserymen and florists gathered June 20 to 22 at historic Vicksburg, Miss., for the convention of the Mississippi Florists' and Nurserymen's Association. Friendly greetings, attractive decorations and a smoothly run program were ample evidence that the Vicksburg Florists' Club had succeeded well with its preparations for the convention.

At the final business session officers were elected for the coming year. William Cabaniss, Capitol Floral Co., Jackson, formerly vice-president of the association, was elected president. Aubrey Blackwell, Bolen Camellia Gardens, Lucedale, was elected vice-president of the nurserymen's division, and W. W. Broome, Jr., Broome's Flowers, Natchez, Miss., was elected vice-president of the florists' division. Prof. F. S. Batson, Mississippi State College, State College, will serve again as secretary-treasurer.

Members of the executive committee elected were Bill Adams, Loraine Flower Shop, Gulfport; John P. Harkins, Harkins the Florist, Inc., Jackson, and John Stemme, Annette Stemme Flowers, Hattiesburg.

The first session was opened with an invocation by Rev. T. O. Brewitt. Mayor Haining welcomed the members to Vicksburg, and President Bill Adams responded on behalf of the association. He pointed out that Mississippi is a land of opportunity as evidenced by the many new nursery and florists' businesses that were being established each year in this state. He thanked the members of the association who served on committees working for greater development of work in ornamentals at Mississippi State College. Partly through the efforts of the association, he stated, the members can point with pride to Mississippi State College as one of the leading schools for training students in ornamental horticulture. It was called to the attention of the group that several local clubs of nurserymen and florists had been formed recently in the state to deal with local problems.

John Harkins, Jackson, chairman of the constitution committee, made a report recommending that the constitution be amended to make all wholesale florists and members of allied trades in the state associate members of the association without the privilege of voting. The recommended amendment was adopted.

Harry Jacobs, chairman of the legislative committee, made a report recommending that the association sponsor a bill at the next session of the state legislature that would require all firms including chain stores to have a license to sell any and all ornamental plants and flowers. Since the state legislature does not have a regular session within the next year, it was suggested that the matter be studied further and that a report be made at the convention of the association in 1949.

President Adams read several telegrams and letters describing the hotel facilities at the Buena Vista hotel, Biloxi, and extending an invitation for the 1949 convention to be held there. A note taken by a show of hands indicated that the delegates were unanimously in favor of holding the 1949 convention of the association at Biloxi.

AUBREY BLACKWELL.

Recently elected vice-president of the nurserymen's division of the Mississippi Florists' and Nurserymen's Association, Aubrey Blackwell is the owner of the Bolen Camellia Gardens, Lucedale, which he purchased in 1944.

Mr. Blackwell was reared at Semmes, Ala., and worked for several nurseries located there. Later he accepted employment with a finance company and was made manager of the firm's office at Mobile, Ala. However, a desire to return to the nursery business led him to purchase the Bolen Camellia Gardens, which at the time consisted of approximately six acres of fine camellia plants, some of which were 34 years old. Since that time Mr. Blackwell has purchased an additional sixty acres of land and has planted twenty acres with camellias and others with azaleas, gardenias and ornamental shrubs.

The programs for florist growers and nurserymen were combined at the request of several members who wished to hear the discussions listed for both programs.

Growing Practices.

One of the most interesting topics of this program was a dialogue on practices of growing and handling nursery stock by J. E. Rulon, Shenandoah Nurseries, New Albany, Miss., and Prof. F. S. Batson, Mississippi State College. The dialogue was illustrated with Kodachrome slides showing nursery stock and various nursery practices at New Albany. Prof. Batson introduced Mr. Rulon to the group by giving a brief history of the nursery which he and his son-in-law, Mr. Prescott, started on a small scale in September, 1944, and which has grown since that time into a 150-acre nursery. The nursery is located in the clay hills soil area of northern Mississippi, which has proved to be advantageous for the production of nursery stock. It was pointed out that an adequate labor supply and the long growing season have been found to be distinct advantages in producing nursery stock in Mississippi.

In answer to the many questions asked about the new nursery venture Mr. Rulon explained that no propagation structures of any kind were used in his production of nursery stock. Dozens of species of shrubs generally considered to be easy to root are produced from hardwood cuttings rooted in the field. Budded and grafted stock includes prunus species, flowering crab apples, lilacs, dogwoods, roses, apples, pears, plums and cherries. A few species of junipers are being rooted in the field. It was pointed out that the practices in propagating and growing nursery stock in the midwest could not be used successfully in Mississippi and that trial and error had taught many of the practices that must be followed in order to insure satisfactory production.

Mr. Rulon described the procedure used in handling cuttings. Land is usually prepared in fall and early winter by breaking and disking the land well, leaving it level. A piece of equipment used for marking off rows was illustrated with a picture and described by the speaker. Two blades spaced forty-two inches apart were

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Illinois Summer Meeting at Urbana

Meeting at Urbana July 7, the Illinois State Nurserymen's Association held its first summer gathering in years. Seventy-seven persons registered; allowing a few of this number for members of the university staff and a few more for sons or daughters of firm members, a gratifying attendance was noted, largely from the central part of the state, although the Chicago area was fairly well represented. Senior of those present was 86-year-old George Klehm, Arlington Heights, accompanied by his daughter.

The department of horticulture of the University of Illinois, in cooperation with the Illinois Natural History Survey, presented a program of 15-minute talks for an hour and one-half in the morning and for two hours in the afternoon. A tour of the campus followed. This included a stop at the plantation of trees for disease inoculation and similar experiments by the Natural History Survey. The tour proceeded through the horticulture farm and past the horticultural field laboratory, through the agronomy plots and through the vegetable garden and floricultural plantings, concluding at the hedge-turf and forestry plantings. Of the twenty materials used for hedge plantings, the old stand-bys showed the best. The one and one-half hour field trip covered much territory because explanations of the portions of important horticultural interest were given in the talks that preceded.

Heads Welcome Nurserymen.

Assembling in the faculty lounge at the Union building the visitors were called to order by W. J. Smart, president of the Illinois State Nurserymen's Association, who complimented the staff at Urbana for the thoroughgoing arrangements and hoped for more gatherings of this type.

Short welcoming talks followed, by Dr. W. E. Carroll, associate director of the Illinois agricultural experiment station, and by Dr. H. B. Mills, chief of the Natural History Survey. Dr. M. J. Dorsey, head of the department of horticulture of the university, presided at the afternoon session, while Dr. L. R. Tehon, of the Natural History Survey, presided during the morning.

Research on insect pests and their control by the Natural History Survey was discussed by Dr. L. L. English. The survey has developed one of the outstanding collections of insects in the United States, so that the staff of experts there can identify almost any insect presented to them. The economic entomology section does research on field crop pests, insects that attack man and animals, and pests of greenhouse and ornamental plants. In this connection new insecticides are evaluated and their methods of application are studied. The purpose of this work is to provide the best means of controlling the pests and to disseminate the information acquired as to their control.

DR. M. J. DORSEY.

Dr. Maxwell Jay Dorsey will retire September 1 as head of the department of horticulture at the University of Illinois after twenty-three years' service there. Before becoming head of the department in 1940, Dr. Dorsey was professor of pomology and chief of the experiment station. Born May 3, 1880, at Dresden, O., Dr. Dorsey attended Michigan State College, where he received a B.S. degree in 1906, and Cornell University, where he received an M.S. degree in 1910 and a Ph. D. degree in 1913. He served as instructor in horticulture at the University of Maine in 1906-07, as assistant horticulturist at the New York experiment station, Geneva, from 1907 to 1910 and was associate professor of horticulture in charge of fruit breeding at the University of Minnesota from 1911 to 1923. Before coming to the University of Illinois, Dr. Dorsey served as professor of horticulture at West Virginia University from 1923 to 1925. Dr. Dorsey is widely known for his work on the nomenclature committee of the American Pomological Society; he is a past president of the American Society for Horticultural Science.

Succeeding Dr. Dorsey as head of the department of horticulture at the University of Illinois will be Dr. Bruan Lewellyn Wade, at present principal geneticist in charge of the United States Department of Agriculture regional vegetable breeding laboratory, Charleston, S. C. Born October 1, 1902, Dr. Wade received a B.S. degree in agriculture in 1923 and an M.S. degree in agriculture in 1925 at West Virginia University. He was granted a Ph.D. degree at the University of Wisconsin in 1929. He served as assistant agronomist at West Virginia University from 1923 to 1925 and as an instructor in genetics at the University of Wisconsin from 1927 to 1929. He was associated with the Washburn-Wilson Seed Co. from 1929 to 1932 as geneticist, after which he entered the United States Department of Agriculture, serving first as associate geneticist, department of horticultural crops and diseases, bureau of plant industry, from 1932 to 1936, and as senior geneticist in charge of the regional vegetable breeding laboratory at Charleston, S. C., from 1936 to 1943.

Research on Ornamentals.

Research on diseases of ornamental plants by the Natural History Survey, reported by Dr. J. L. Forsberg, has been going on the past nine years. Studies are made to find the causes of and control measures for diseases of greenhouse crops, garden flowers and ornamental crops. A major project has been the control of gladiolus diseases through the use of preplanting fungicidal treatment, work carried out in cooperation with the Kankakee County Gladiolus Growers' Association. Research is beginning on the control of peony anthracnose, a disease especially troublesome in the southern part of the state. Fungicides are tested as to their effectiveness, as part of a project sponsored by the American Phytopathological Society.

Research on diseases of shade and forest trees, reported by Dr. J. C. Carter, includes field surveys, laboratory work, greenhouse tests and field disease plots. The major diseases under investigation at present are phloem necrosis of elm and certain specific canker diseases of mountain ash, white ash, red and black oak, Ulmus parvifolia and multiflora rose. Studies include a program of testing organic fungicides that have been or are about to be released by chemical manufacturers. Fourteen such fungicides are currently under tests for effectiveness in controlling leaf diseases.

Windbreaks and Forestry.

Dr. L. B. Culver, of the department of forestry, spoke on the work relating to windbreaks and forestry problems. Of evergreen windbreaks recommended for Illinois farmsteads, Norway spruce and Douglas fir are the principal species. Windbreak stocks do not require the qualities of specimen material, but should have

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Michigan Short Course

By F. L. O'Rourke

The annual conference and short course in nursery and landscape management, sponsored July 1 and 2 by Michigan State College, East Lansing, drew an attendance of 226 men and women.

Trends in the Nursery Industry.

A highlight of the conference was an address presented the evening of July 1 by Clarence O. Siebenthaler, president of the Siebenthaler Co., Dayton, O., on "Trends in the Nursery Industry." The 55-minute talk was hailed enthusiastically by all who were present.

Mr. Siebenthaler, who grew up in a nursery which was operated by his father, has seen his own business develop over the years and change in character in order to meet changing conditions. In the old days, growing nursery stock was somewhat like farming. Plants were produced in large quantities and distributed over wide areas. There were few local nurseries, and in many regions they were practically nonexistent. Nurserymen did little or no landscape work; the field was left to the professional landscape architect.

Shortly after World War I this condition began to change. Nursery owners were encouraged by the constantly growing group of garden enthusiasts in the secondary economic bracket to engage in planting operations. Being better versed in plant culture than in landscape design, nurserymen have often been criticized for faulty design and for a lack of appreciation of aesthetic values.

On the other hand, nurserymen are usually more competent in the proper placing of plant materials so far as cultural and ecological principles are concerned. Cooperation and proper coordination between nurserymen and landscape architects should prove to be of mutual advantage. Fewer landscape architects are now operating independently than some years ago, but more and more nurserymen are regularly employing landscape architects, in many cases as members of their firms.

Mr. Siebenthaler pointed out that the nursery business is somewhat different from other businesses in that often no sharp lines are drawn between such branches as wholesale and retail business, propagation, landscape planting, growing and maintenance. The great majority of nurseries both buy and sell at wholesale, and nearly all do a little retail selling. The nursery business is a friendly business and covers many diverse phases, some of which come more under the heading of accommodation than of profit. Ethical standards are developing to a higher level than formerly. Nurserymen know that it pays to be strictly honest in their dealings with customers and with each other.

The general public believes that the nurseryman is making far more profit than he actually is. The average profit of the average nursery during the period from 1929 to 1946 was only 3.4 per cent. This is well below the profit margin of other industries. Mr. Siebenthaler declared that our economic system is wrongly termed the "profit system." The "profit-and-loss" system would be more correct, as losses often exceed the profits. Eighty-five per cent of all new businesses fail during their first year of operation, mainly because of poor management, poor location and insufficient capital.

Clarence O. Siebenthaler.

One of the more important factors in the changing times which affect nurserymen as well as all others is that everyone is expected to do a better job than formerly. In order to do a better job one must be better equipped both intellectually and financially. One must know one's subject thoroughly, since the public is less likely to be fooled now than a few years ago. This requires special and adequate training. One must be able to do the job efficiently and cheaply, which necessitates adequate financing to purchase modern equipment and skilled labor. Finally, if one does not do a good job, a competitor will receive the business and one will not succeed.

Changes in the nation's economy are sharply reflected in the nursery business. The public is not buying so freely now as during the war years. At that time buying was heavy, but now quality rather than quantity is the criterion of the buying public. If this trend continues it may be more advisable for the nurseryman to grow fewer plants of better quality than a great many of mediocre value.

Mr. Siebenthaler believes that one of the most pressing problems of the nursery industry today is that of adequate labor. Men expect to be employed throughout the year, not just seasonally as heretofore. They expect continuous employment in spite of weather conditions. Nurseries must compete with industrial concerns in order to secure and keep good men. Such privileges as accident insurance, old age benefits, better working conditions and shorter working hours must be considered. In order that nurseries may operate at a profit under these conditions, greater production per man-hour is absolutely necessary.

Mr. Siebenthaler closed his talk by encouraging nurserymen to become better versed in plant lore. The public develops confidence in persons who appear to be outstanding in their knowledge of their materials. The public ordinarily appreciates information even though it does not fully understand it.

Faculty Presents Program.

Prof. F. L. O'Rourke, of the department of horticulture, general chairman of the conference, turned the opening session the morning of July 1 over to Paul Krone, extension floriculturist, who in turn introduced C. V. Ballard, newly appointed director of extension, and Dr. H. B. Tukey, head of the department of horticulture. After the welcoming speeches the conference members inspected the greenhouses and propagating units of the horticulture department

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Washington Meeting at Wenatchee

By Carol Wieting

One of the apple-producing centers of the world was host to nurserymen of the state of Washington when members of the Washington State Nurserymen's Association and of chapter 28 of the American Association of Nurserymen held their annual midsummer meetings June 21 and 22 at Wenatchee.

John Van Dyke, State Flower Nursery, Bothell, was elected president of the Washington State Nurserymen's Association for the coming year, Frank Stanek, Stanek & Son, Spokane, was elected vice-president and Robert Schwab, Buckley Nursery Co., Buckley, will serve as secretary.

Dr. T. A. Merrill, head of the department of horticulture, State College of Washington, Pullman, was voted an honorary member of the association in recognition of his many contributions to the nursery industry in the state.

Among the nurserymen from Oregon who were in attendance at the meeting were James Doty, Doty & Doerner, Inc., Portland; Frank and Wally Doerfler, F. A. Doerfler & Sons, Salem; Lynn Brooks, Carlton Nursery Co., Forest Grove; Paul E. Van Allen, Portland Wholesale Nursery Co., Portland; Jan de Graaff, Oregon Bulb Farms, and Mr. and Mrs. Henry Hausch, Roseway Nurseries, Portland. Canada was represented by Mr. Layritz, Layritz Nurseries, Ltd., Victoria, B. C., Canada.

Lilies.

The first morning session, June 21, was opened by Ray Beam, May Nursery Co., Yakima, president of the Washington State Nurserymen's Association, who introduced the first speaker, Jan de Graaff, Oregon Bulb Farms, whose topic was "June-flowering Lilies." In introducing his subject Mr. de Graaff considered the economic phase of the industry.

In operating some 500 acres of plantings the personnel of the Oregon Bulb Farms has found that a considerable amount of its time has to be spent on problems of production, but that more and more time is being consumed with problems of merchandising. That portion of the public's money which is available for the purchase of flowers, bulbs and radios Mr. de Graaff called "optional spending power," and this portion of the public's money is becoming smaller and smaller because of rising costs of housing and food and because of heavier taxes. In addition, competition from other luxury items for the customers' optional dollars is becoming more acute. Hence, nurseries are having to concentrate on selling techniques. Mr. de Graaff declared that high-pressure selling is not necessary, because flowers have an inherent appeal to the public which is easy to stimulate.

According to Mr. de Graaff, the possibilities of self-service in seed stores and nurseries have not been realized. His firm has spent a considerable amount of time in developing a system of prepackaging bulbs, which makes it easier for the customer to buy. New varieties of plants should be stressed, and simply because the public did not buy a certain plant twenty years ago is not an indication that it will not buy that plant today. Mr. de Graaff mentioned his experiences in trying to interest operators of seed stores and nurseries in stocking some kinds of bulbs. The nurseryman would often reply that such a bulb would not sell because he had tried it fifteen years ago. It was also pointed out that it is necessary to have confidence in the development of a worth-while product. It has been found that it takes about seven years to develop a substantial market for an item, but that once the market is developed it will continue to give returns for another seven years. Publicity of various kinds is definitely of value in this case. Many persons clip articles and notices from magazines and newspapers for garden scrapbooks and will often refer to them for years afterward when selecting a firm from which to buy or a plant which they want.

JOHN VAN DYKE.

John Van Dyke, newly elected president of the Washington State Nurserymen's Association, is secretary-treasurer of the State Flower Nursery, Inc., Bothell, Wash.

Mr. Van Dyke was born in Holland in 1900 and studied horticulture and served as a horticultural apprentice before coming to the United States in 1920. Since that time he has been active in many branches of horticulture and landscape architecture in various parts of the country, and for the past three years he has been associated with the State Flower Nursery, Inc., which produces pot-grown forcing azaleas as well as rhododendrons and camellias for the wholesale markets serving the landscape, nursery and greenhouse trade. Carload shipments are made from Bothell to points all over the United States.

Speaking directly about lilies, Mr. de Graaff stated that most people recognize lilies, while they may not be familiar with many other kinds of plants. Lilies grow easily and are hardy practically everywhere in the United States and in parts of Canada. Lily bulbs were one of the first items for export from the American colonies as early as 1620, and they were also imported into this country nearly 300 years ago. Of course, the plants used originally were wild species, and even to this day species lilies are more commonly used than varieties or hybrids. There is little difference between the wild lilies and those that are grown in nurseries now, except that bulbs transplanted from the wild do not reestablish themselves satisfactorily. Only a little work has been done with lilies in selecting improved forms.

Hybrid lilies are definitely superior, have more vigor in the garden, last better when cut and can be bred to be free from disease. As all lilies have twenty-four chromosomes there are no limitations as to which kinds will hybridize. Through new methods of storing pollen it is now possible to cross the earliest varieties with the latest ones. Within a limited time it is now possible to breed into a lily practically any characteristic that is wanted. Lilies sometimes tend to produce mutations or sports which are different than the type, resulting, in some cases, in an improved strain. An example of this is the white form of the Martagon lily and the large-flowered type of the pardalinum called giganteum. Some other lilies that have been developed include the Cascade strain of Madonna lilies, which are an improvement, offering better flowers and disease-free foliage.

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Plant Notes Here and There

By C. W. Wood

Apologies to the reader in Massachusetts who asked last winter for a discussion of phyteumas. The letter was mislaid and was only recently found. Apologies, too, to the reader in Connecticut who asked some time ago for an article on the scabiosas. It will be included when space permits.

Phyteumas.

My experience with phyteumas, which has been confined to less than half of the forty or more species mentioned by botanists, whets my appetite for more. And I am sure that will be the experience of every gardener when he once becomes interested in this group of campanula cousins. Aside from two of the species, which will be discussed later, there are no difficult cultural problems to be solved, and most of the lowland inhabitants are as easy as ordinary border plants to handle. They belong to the campanulaceae family, carrying the blue which is the predominating color of that family and offering a pleasing variation from the more familiar genus campanula.

Only two species that I have grown should cause trouble for any gardener. One of these, comosum, is usually spoken of as a plant for specialists. In my earlier days I also believed this and find, upon referring to my notes, that I wrote in 1925: "I have had so little lasting success with the plant, even finding it difficult to propagate, let alone keeping it in a thriving state for any length of time, that I cannot recommend it for general culture." Since then, experiments here in northern Michigan have shown that it is not only permanent under the right conditions, but that these conditions can be provided in most gardens without too much bother. The trouble in my first experiments can be traced, I am sure, to the size of the plants handled. To put matters in their proper sequence, let us first examine the cultural needs of P. comosum.

An examination of the literature will show that most experienced writers on phyteuma have stressed the need for a well drained fissure in a sunny wall of limestone and a soil on the alkaline side. That is all right so far as it goes, but in the climate of the middle west some provision must be made to supply moisture during our dry summers. Given these few simple needs the plant should be as permanent as most garden subjects, growing in size and floriferousness from year to year.

The weak link in my early experiments with the plant was in trying to establish plants which were too large for safe handling. P. comosum naturally makes a system of thick fleshy roots, and it is practically impossible to get the roots into a narrow fissure in a wall, the situation that seems best for the plant, without irreparable injury. In this section we found that when small pot-grown plants were introduced into their permanent quarters just before the late summer rains began, they became established before winter and were then able to withstand the trying weather of the following year. More space has been taken to discuss this plant than is ordinarily given to one subject, but its unique beauty and value as a wall ornament deserve such a lengthy discussion.

P. comosum makes a tuft of jagged leaves, from which grow almost stemless umbels of lilac-blue, dark-tipped flowers, the tubelike corollas resembling elongated pistils, giving the flowers a curiously beaked appearance. The plant's blooming period here generally covered a little more than a month, commencing in early June.

The only other species grown here that gave any trouble was P. hemisphaericum, and this plant should not be difficult in gardens where it can be given a moist acid soil, conditions which are hard to arrange in this dry garden. P. hemisphaericum makes tiny tufts of grasslike leaves, from which spring 3-inch stems bearing tousled heads of blue, the shade being fairly dark and approaching violet, according to our limited experience, although some references in the literature call for pale blue. It is not unlikely that the species shows even more than that amount of variation, for "The Cyclopedia of Horticulture" says it may be blue, white or yellowish. That disposes of the hard problems, so far as I am acquainted with the genus. However, P. pauciflorum, a 2-inch plant with violet-blue flowers, is spoken of as being a delicate alpine, needing as much care as P. hemisphaericum.

The small amount of space which will be used to dispose of the remaining kinds with which I am acquainted is no measure of their value to the gardener. It will not be necessary to describe them in detail, if they are grouped according to their garden uses and cultural requirements. None of these species should give even the casual gardener any trouble, and all of them are of definite value. P. carestiae, deep violet, which Bailey says is a form of P. humile; P. scheuchzeri, deep blue; P. sieberi, pale violet-blue, according to my notes, which are contrary to Bailey's statement that it is deep violet-blue, and P. virgatum, violet, are all low-growing plants, none higher than six inches when in flower, and are particularly suited for a wall and for planting among rocks. In another group, composed of P. betonicaefolium, blue, eighteen inches; P. canescens, pale blue, thirty inches; P. halleri, deep violet, two feet; P. limonifolium, light blue, two feet; P. micheli, deep blue, twenty inches, and P. orbiculare, a variable species, we have good material that is both easily grown and sufficiently unusual to attract attention.

I should like to devote a little space for more extended comments on P. orbiculare and P. lobelioides. The latter plant is a rather recent introduction to American gardeners, according to my knowledge, being known not over fifteen years. P. orbiculare, as usually available in seeds, makes a foot-tall plant with graceful balls of blue over a longer period than any other phyteuma I know, generally extending over two months, beginning in May. There is a small planting of it in the garden now that has persisted for more than ten years under utter neglct, indicating its desirability for eastern American conditions.

The other species, P. lobelioides, is also a splendid acquisition, which has shown its value here by going through the most trying heat and drought without permanent harm. It may disappear if the weather is dry over a long period, but its docklike root retains sufficient life to send up new growths when spring comes again. It has lithe, graceful stems up to eighteen inches tall, which are adorned with deep lavender stars during June and part of July.

All these phyteumas, with the exceptions specifically mentioned, have been easy to grow from seeds after the manner of campanulas and other small-seeded plants. They may also be propagated from divisions in

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Euonymus carrierei, R.C., 3 to 6 ins.	.08	.07
Euonymus carrierei, X, 5 to 10 ins.	.15	.14
Euonymus fortunei erecta, R.C., 3 to 6 ins.	.08	.07
Euonymus patens, R.C., 3 to 6 ins.	.08	.07
Euonymus patens, X, 6 to 12 ins.	.15	.14
Ilex crenata, X, 3 to 5 ins.	.12	.11
Ilex crenata convexa, X, 2 to 4 ins.	.13	.12
Ilex crenata convexa, XX, 4 to 6 ins.	.17	.16
Ilex crenata convexa, XX, 6 to 8 ins.	.24	.23
Ilex glabra, X, 2 to 4 ins.	.15	.14
Ilex glabra, XX, 4 to 6 ins.	.24	.23
Ilex rotundifolia, X, 2 to 4 ins.	.13	.12
Ilex rotundifolia, XX, 4 to 6 ins.	.18	.17
Ilex rotundifolia, XX, 6 to 8 ins.	.24	.23
Juniper, Andorra, X, 4 to 6 ins.	.12	.11
Juniper, Andorra, X, 6 to 8 ins.	.17	.16
Juniperus glauca hetzi, X, 4 to 6 ins.	.16	.15
Juniperus glauca hetzi, X, 6 to 8 ins.	.21	.20
(A most promising semi-spreading Juniper of decided bluish color)		
Juniperus horizontalis glauca, X, 4 to 6 ins.	.13	.12
Juniperus horizontalis glauca, X, 6 to 8 ins.	.18	.17
Juniper, Irish, X, 4 to 6 ins.	.14	.13
Juniper, Irish, X, 6 to 8 ins.	.19	.18
Juniperus chinensis pfitzeriana, X, 4 to 6 ins.	.17	.16
Juniperus chinensis pfitzeriana, X, 6 to 8 ins.	.22	.21
Leucothoe catesbaei, X, 3 to 5 ins.	.12	.11
Leucothoe catesbaei, XX, 5 to 8 ins.	.24	.23
Pieris floribunda, X, 3 to 5 ins.	.12	.11
Pieris floribunda, X, 5 to 8 ins.	.18	.17
Pieris japonica, XX, 3 to 5 ins.	.20	.19
Pieris japonica, XXX, 5 to 8 ins.	.45	.40
Pieris japonica, XXX, 8 to 12 ins.	.65	.60
Retinospora filifera, X, 4 to 6 ins.	.15	.14
Retinospora filifera aurea, X, 4 to 6 ins.	.18	.17
Retinospora pisifera, X, 4 to 6 ins.	.15	.14
Retinospora pisifera aurea, X, 4 to 6 ins.	.18	.17
Retinospora plumosa, X, 4 to 6 ins.	.15	.14
Retinospora plumosa aurea, X, 4 to 6 ins.	.18	.17
Retinospora squarrosa, X, 3 to 6 ins.	.18	.17
Rhododendron hybrids, XX, 4 to 6 ins.	.35	.30
Rhododendron hybrids, XXX, 6 to 8 ins.	.65	.60
Rhododendron hybrids, XXX, 8 to 12 ins.	.85	.80
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Taxus capitata, XX, 6 to 9 ins.	.25	.24
Taxus cuspidata, X, 4 to 6 ins.	.13	.12
Taxus cuspidata, X, 6 to 8 ins.	.18	.17
Taxus cuspidata, XX, 6 to 9 ins.	.25	.24
Thuja ellwangeriana, X, 4 to 6 ins.	.13	.12
Thuja elegantissima lutea, X, 4 to 6 ins.	.13	.12
Thuja elegantissima lutea, X, 6 to 8 ins.	.19	.18
Thuja, Dwarf Globe, X, 3 to 5 ins.	.12	.11
Thuja, Dwarf Globe, X, 5 to 8 ins.	.17	.16
Thuja, Dwarf Globe, XX, 6 to 9 ins.	.22	.21
Thuja plicata douglasi, X, 4 to 6 ins.	.14	.13
Thuja, Hill's Golden, X, 3 to 5 ins.	.18	.17

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AZALEAS

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HAMPTON, VIRGINIA

BEGINNING IN THE NURSERY BUSINESS
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AMERICAN NURSERYMAN, 343 So. Dearborn St., Chicago 4, Ill.

spring if multiplication of a particular plant is desired. No doubt they could be grown from cuttings, like campanulas, but I have had no experience with this method.

Brunnera Macrophylla.

Apologies, too, to the reader in California, who asked last spring for a discussion of this plant. I usually work on a 2-month basis, but requests have piled up during the past six months.

The plant itself is well known to nurserymen under the old name, Anchusa myosotidiflora, but if one is to judge from the diversity of opinion on its various aspects, it behaves differently in different parts of the country. For instance, I read in one catalog that B. macrophylla is "hardy as an oak," while a report from Minnesota says that it winterkills badly there. It may be that the source of material has something to do with its hardiness, for the plant ranges from the Caucasus mountains through Siberia, according to the books. I can write only of its behavior here, and that behavior tells me that the plant scarcely merits the enthusiastic praise of most writers of catalog copy. More of that later, however.

As B. macrophylla grew here, it produced masses of broad, heart-shaped leaves during the early part of the year, but these disappeared when hot dry weather overtook the plant in late summer, leaving a problem of bare spots which was impossible to solve. Its offering of bright blue forget-me-not flowers in graceful sprays in April and May here is its redeeming feature. "Hortus" says it flowers in summer, and our correspondent in California says "It has considerable bloom, even in January." When the catalogs say "It will grow anywhere," they speak with tongue in cheek. At least I do not find the plant so accommodating. In the first place, B. macrophylla requires a fair amount of moisture, especially during the blooming season, and constant moisture might help to retain its foliage to the end of the season. In the second place, the plant never behaved well here in full sun; instead, it requires at least half shade for best results. And finally, B. macrophylla requires an acid soil to be permanent. This last cultural factor was stumbled on only by accident when I sent plants years ago to a friend at Dayton, O., where the maintenance of an acid soil is a problem. When the plants promptly died, I started an investigation here on the soil preferences of this species. The

[Continued on page 53.]

LINING-OUT STOCK

FOR FALL 1948 and SPRING 1949 SHIPMENT

		Per 100	Per 1000
500	**Abies balsamea**, 4-yr. T.	$ 15.00	$ 120.00
1200	**Abies balsamea**, TT., 10 to 12 ins.	25.00	200.00
500	**Acer palmatum atropurpureum** (sdlg.), 2-yr. T., 9 to 12 ins.	50.00	450.00
500	(sdlg.), 2¼-in. pots	30.00	250.00
100	1-yr. grafts	125.00	....
200	**Acer platanoides**, 1-yr. T., whips, 7 to 8 ft.	100.00	....
10,000	**Ampelopsis veitchi**, 1-yr. S., 18 to 24 ins.	5.00	40.00
1000	**Azalea amoena**, transplants from flats	15.00	140.00
3000	**Azalea hinodegiri**, T., 4 to 6 ins.	15.00	140.00
1000	**Azalea kaempferi**, T., 4 to 6 ins.	15.00	140.00
1000	**Azalea poukhanensis**, transplants from flats	15.00	140.00
10,000	**Berberis thunbergi**, 1-yr. S., 6 to 12 ins.	3.00	25.00
3000	**Berberis thunbergi**, 2-yr. T., 12 to 15 ins.	10.00	100.00
10,000	**Berberis thunbergi atropurpureum**, 1-yr. S., 6 to 9 ins.	4.00	35.00
20,000	2-yr. S., 12 to 18 ins.	10.00	90.00
3000	2-yr. T., 9 to 12 ins.	12.00	100.00
5000	**Blueberries, Hybrid**, rooted cuttings, 8 to 12 ins. Varieties: **Cabot, Rubel, Pioneer, Rancocas, Jersey, Pemberton**	20.00	150.00
1000	**Chamaecyparis pisifera aurea**, T., 6 to 10 ins.	30.00	250.00
2000	**Chamaecyparis plumosa**, 1-yr. T.	15.00	140.00
2500	2-yr. T., 8 to 14 ins.	30.00	250.00
1500	TT., 10 to 12 ins.	30.00	250.00
1000	TT., 12 to 18 ins.	40.00	350.00
1000	**Chamaecyparis plumosa aurea**, 1-yr. T.	15.00	140.00
1000	T., 8 to 12 ins.	30.00	250.00
500	TT., 10 to 12 ins.	40.00	350.00
500	TT., 15 to 18 ins.	75.00	....
500	(Gold Dust) TT., 10 to 12 ins.	40.00	....
500	**Chamaecyparis squarrosa veitchi**, TT., 12 to 15 ins.	35.00	....
20,000	**Cornus florida**, 1-yr. (sdlg.), 12 to 18 ins.	6.00	50.00
5000	**Cornus florida rubra**, pot grafts	40.00	400.00
250	**Cornus florida rubra**, 1-yr. grafts	100.00	....
10,000	**Cydonia japonica**, 1-yr., S.	3.50	30.00
10,000	**Daphne cneorum**, rooted cuttings	10.00	90.00
2000	**Enkianthus campanulatus**, T., 6 to 8 ins.	15.00	140.00
2000	**Euonymus rad. carrierei**, 2-yr. T., 8 to 12 ins.	35.00	300.00
2000	**Euonymus rad. coloratus**, 2-yr. T., 10 to 12 ins.	25.00	200.00
1000	**Euonymus rad. variegated**, 3-yr. T., 10 to 12 ins.	35.00	300.00
1000	**Euonymus rad. vegetus**, R.C.	10.00	90.00
3000	**Euonymus rad. vegetus**, 2-yr. T., 6 to 10 ins.	35.00	300.00
10,000	**Hydrangea A. G.** (Hills of Snow), 1-yr. T., 12 to 18 ins.	10.00	90.00
2000	**Hydrangea paniculata** (single), 1-yr. T., 12 to 18 ins.	10.00	90.00
10,000	**Hydrangea Peegee**, 1-yr. T., 12 to 18 ins.	10.00	90.00
300	**Ilex glabra**, 1-yr. C., 4 to 6 ins.	18.00	....
700	**Juniperus depressa plumosa**, T., 6 to 10 ins.	35.00	300.00
500	**Juniperus excelsa stricta**, TT., 12 to 15 ins.	75.00	....
3000	**Juniperus hibernica**, T., 10 to 14 ins.	25.00	200.00
300	**Juniperus hibernica**, TT., 18 to 24 ins.	50.00	....
2000	**Juniperus pfitzeriana**, 2-yr. T., 6 to 8 ins.	35.00	300.00
1000	**Juniperus sabina**, 2-yr. T., 6 to 8 ins.	35.00	300.00
5000	**Juniperus virginiana**, in variety, pot grafts	45.00	400.00
5000	**Larix europaea**, 2-yr. S.	5.00	40.00
1000	**Leucothoe catesbaei**, T., 6 to 8 ins.	12.00	100.00
1250	**Myrica carolinensis**, 1-yr., S.	4.00	....
5000	**Philadelphus cor. aureus**, 2¼-in. pots	15.00	150.00
6000	**Philadelphus virginalis**, C.	8.50	75.00
8000	**Picea canadensis albertiana**, 3-yr. T.	10.00	90.00
5000	**Picea densata**, 3-yr. S.	6.00	50.00
3000	**Picea densata**, 3-yr. T.	10.00	90.00
2000	**Picea engelmanni**, 2-yr. S.	6.00	50.00
1000	**Picea engelmanni**, 3-yr. T.	12.00	100.00
5000	**Picea excelsa** (selected understock)	12.00	100.00
300	**Picea excelsa** (selected understock), 5-yr. TT.	75.00	....
3000	**Picea pungens glauca**, 2-yr. S.	6.00	50.00
6000	3-yr. S.	7.00	60.00
50,000	4-yr. S.	8.00	70.00
15,000	3-yr. T.	10.00	90.00
10,000	4-yr. T.	12.00	100.00
4000	**Pieris japonica**, T., 4 to 6 ins.	15.00	140.00
1000	2-yr. T., 9 to 12 ins.	35.00	300.00
1000	2¼-in. pots	25.00	240.00
5000	**Pinus densiflora**, 2-yr. S.	4.00	35.00
2000	3-yr. S.	5.00	40.00
3000	3-yr. T.	10.00	90.00
1000	**Pinus mughus** (dwarf type), 2-yr. S.	6.00	50.00
5000	**Pinus mughus**, 3-yr. T.	10.00	90.00
2000	**Pinus nigra (austriaca)**, 1-yr. S.	6.00	50.00
2000	**Pinus nigra (austriaca)**, 2-yr. S.	7.00	60.00
10,000	**Pinus rigida**, 2-yr. S.	3.00	20.00
10,000	3-yr. S.	4.00	25.00
1000	3-yr. T.	8.00	60.00
60,000	**Pinus strobus**, 2-yr. S.	4.00	30.00
50,000	3-yr. S.	5.00	40.00
5000	4-yr. T.	10.00	90.00
14,000	**Pinus sylvestris**, 2-yr. S.	4.00	30.00
15,000	**Pinus sylvestris**, 3-yr. T.	9.00	70.00
5000	**Pinus thunbergi**, 2-yr. S.	6.00	50.00
2000	**Pinus thunbergi**, 2-yr. T.	10.00	90.00
8000	**Pseudotsuga douglasi**, 4-yr. T.	12.00	100.00
3000	**Pseudotsuga douglasi, (caesia, gray)**, 3-yr. T.	10.00	90.00
3000	**Pseudotsuga douglasi, (caesia, gray)**, 4-yr. T.	12.00	100.00
2000	**Pseudotsuga douglasi glauca**, 3-yr. T.	10.00	90.00
2000	**Pseudotsuga douglasi glauca**, 4-yr. T.	12.00	100.00
1000	**Rhododendron fortunei**, T., 2 to 4 ins.	15.00	140.00
3000	**Rhododendron**, named hybrids, 50% red varieties, pot grafts	75.00	750.00
2000	**Rhodotypos kerrioides**, 1-yr., S.	$ 4.00	$ 35.00
1000	**Spiraea vanhouttei**, 1-yr. C., 12 to 18 ins.	6.00	50.00
650	**Syringa josikaea**, 1-yr., S.	3.00	20.00
1900	**Syringa villosa**, 1-yr., S.	3.00	20.00
800	**Taxus baccata fastigiata**, 3-yr. T., 6 to 12 ins.	30.00	250.00
2000	**Taxus cuspidata**, 1-yr. T., 4 to 6 ins.	15.00	140.00
15,000	**Taxus cuspidata**, 2-yr. T., 8 to 12 ins.	25.00	200.00
400	**Taxus cuspidata**, No. 1 (low, flat), 3-yr. T., 7 to 14 ins.	35.00	300.00
500	No. 2 (semi-upright), 3-yr. T., 6 to 12 ins.	30.00	250.00
300	No. 3 (semi-upright), 3-yr. T., 7 to 14 ins.	35.00	....
5000	(cutback), 2-yr. T., 6 to 8 ins.	30.00	250.00
3000	3-yr. T., 10 to 12 ins.	30.00	250.00
4000	(cutback), 3-yr. T., 8 to 10 ins.	35.00	300.00
10,000	TT., 10 to 14 ins.	45.00	450.00
1000	TTT., 12 to 15 ins.	110.00	1000.00
150	No. 1, TT., 12 to 15 ins.	60.00	....
50	No. 2, TT., 9 to 12 ins.	40.00	....
100	No. 2, TT., 12 to 15 ins.	60.00	....
25	**Taxus cusp. andersoni**, TT., 9 to 12 ins.	50.00	....
1000	**Taxus cuspidata browni**, 3-yr. T., 8 to 12 ins.	35.00	300.00
1000	4-yr. TT., 6 to 10 ins.	40.00	350.00
1000	4-yr. TT., 10 to 12 ins.	45.00	400.00
25	TTT., 12 to 15 ins.	80.00	....
25	TTT., 15 to 18 ins.	100.00	....
3000	**Taxus cusp. capitata** (cuttings), 2-yr. T., 10 to 12 ins.	35.00	300.00
2000	3-yr. T.	40.00	350.00
1000	5-yr. TT., 10 to 12 ins.	80.00	750.00
1000	5-yr. TT., 12 to 15 ins.	110.00	1000.00
1000	**Taxus cusp. capitata** (sdlg.), 3-yr. T., 6 to 8 ins.	50.00	....
500	**Taxus cusp. capitata** (from seeds), TT., 12 to 15 ins.	135.00	1250.00
500	TT., 15 to 18 ins.	160.00	1500.00
250	TTT., 12 to 15 ins.	140.00	....
750	TTT., 15 to 18 ins.	175.00	....
8000	**Taxus cuspidata nana**, 2-yr. T., 5 to 8 ins.	30.00	250.00
300	3-yr. T.	35.00	300.00
4000	4-yr. TT., 6 to 10 ins.	45.00	400.00
1800	6-yr. TT.	50.00	450.00
500	6-yr. TTT., 10 to 12 ins.	100.00	....
225	TT., 9 to 12 ins.	50.00	....
100	TT., 12 to 15 ins.	75.00	....
100	**Taxus cuspidata thayeri**, TT., 9 to 12 ins.	50.00	....
275	**Taxus hibernica**, TT., 9 to 12 ins.	40.00	....
150	TT., 12 to 15 ins.	50.00	....
250	TT., 15 to 18 ins.	75.00	....
100	TTT., 12 to 15 ins.	100.00	....
125	TTT., 15 to 18 ins.	125.00	....
4000	**Taxus intermedia** (spreading), 2-yr. T., 6 to 8 ins.	30.00	250.00
1000	3-yr. T., 8 to 12 ins.	35.00	300.00
3000	4-yr. TT.	50.00	450.00
500	**Taxus intermedia** (upright type), TT., 9 to 12 ins.	40.00	....
225	TT., 12 to 15 ins.	50.00	....
225	TT., 15 to 18 ins.	100.00	....
50	TTT., 12 to 15 ins.	80.00	....
125	TTT., 15 to 18 ins.	100.00	....
2000	**Taxus media** (upright), 2-yr. T., 9 to 12 ins.	30.00	250.00
1000	**Taxus media columnaris**, 3-yr. T.	35.00	300.00
400	TT., 10 to 12 ins.	45.00	400.00
225	TT., 12 to 15 ins.	50.00	....
250	TT., 15 to 18 ins.	75.00	....
2000	**Taxus media, Hailoran strain**, 2-yr. T., 6 to 10 ins.	35.00	300.00
2000	1-yr. T., 4 to 6 ins.	25.00	200.00
100	TT., 12 to 15 ins.	100.00	....
75	TT., 15 to 18 ins.	125.00	....
4000	**Taxus media hatfieldi**, 2-yr. T., 6 to 10 ins.	30.00	250.00
1000	3-yr. T., 9 to 12 ins.	35.00	300.00
4000	4-yr. TT., 8 to 12 ins.	45.00	400.00
2500	TT., 12 to 15 ins.	60.00	....
9000	**Taxus media hicksi**, 2-yr. T., 6 to 12 ins.	30.00	250.00
5000	TT., 8 to 10 ins.	35.00	300.00
2000	4-yr. TT., 12 to 15 ins.	50.00	450.00
450	TT., 9 to 12 ins.	40.00	350.00
225	TT., 15 to 18 ins.	65.00	....
3000	**Taxus Moon's columnaris**, 2-yr. T., 6 to 9 ins.	35.00	300.00
1000	**Taxus Moon's columnaris**, 3-yr. T., 9 to 12 ins.	40.00	350.00
1000	**Thuja occidentalis**, 3-yr. T., 9 to 12 ins.	15.00	140.00
4000	**Thuja occ. boothi** (best globe), T., 6 to 10 ins.	30.00	250.00
1000	**Thuja occ. compacta** (Parson's globe), T., 9 to 12 ins.	25.00	200.00
2000	**Thuja occ. douglasi (spiralis)**, T., 10 to 12 ins.	30.00	250.00
1000	**Thuja occ. douglasi aurea**, T., 8 to 12 ins.	30.00	250.00
200	**Thuja occ. elegantissima**, TT., 18 to 24 ins.	60.00	....
2500	TT., 6 to 8 ins.	30.00	250.00
500	TT., 8 to 10 ins.	35.00	300.00
2500	**Thuja occ. globosa**, T., 6 to 10 ins.	25.00	200.00
2000	**Thuja occ. hoveyi**, T., 9 to 12 ins.	25.00	200.00
1000	**Thuja occidentalis nigra**, 1-yr. T., 6 to 8 ins.	15.00	140.00
8000	**Thuja occidentalis nigra**, T., 8 to 12 ins.	30.00	250.00
7000	**Thuja occ. pyramidalis**, T., 8 to 12 ins.	30.00	250.00
500	pot grafts	35.00	....
500	TT., 18 to 24 ins.	75.00	600.00
500	**Thuja occ. recurva nana**, TT., 12 to 15 ins.	60.00	....
10,000	**Thuja orientalis**, 1-yr. S.	3.00	25.00
800	**Thuja orientalis**, 3-yr. T.	10.00	90.00
5000	**Tsuga canadensis**, 2-yr. T., 8 to 10 ins.	25.00	200.00
2000	4-yr. T., 12 to 15 ins.	35.00	300.00
1000	6-yr. TT., 12 to 18 ins.	60.00	500.00
10,000	**Weigela Bristol Ruby**, rooted cuttings	15.00	150.00
2000	**Weigela rosea**, 1-yr. C.	6.00	50.00

All the above-listed material is grown by our best growers of lining-out material. All F.O.B. shipping points, packing additional at cost. Usual terms to trade accounts. All this material is listed subject to prior sale and subject to usual trade terms as mentioned in our trade lists.

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Coming Events

MEETING CALENDAR.

August 5 and 6, Michigan Association of Nurserymen, Four Flags hotel, Niles.

August 5, New Jersey Association of Nurserymen, Bobbink & Atkins, Smithburg, N. J.

August 10, Pennsylvania Nurserymen's Association, Farr Nursery Co., Weiser Park, Pa.

August 12, Connecticut Nurserymen's Association, Lake Compounce.

August 13, Maryland Nurserymen's Association, University of Maryland, College Park.

August 17 and 18, West Virginia Nurserymen's Association, Frederick hotel, Huntington.

August 19 to 21, Southern Nurserymen's Association, Hotel Russell Erskine, Huntsville, Ala.

August 23 to 25, Texas Association of Nurserymen, Hotel Texas, Fort Worth.

August 23 to 27, National Shade Tree Conference, Schroeder hotel, Milwaukee, Wis.

August 29 to 31, North Carolina Nurserymen's Association, Hotel Chamberlin, Old Point Comfort, Va.

August 29 to 31, Virginia Nurserymen's Association, Hotel Chamberlin, Old Point Comfort.

September 2 and 3, Ohio Nurserymen's Association, Netherlands Plaza hotel, Cincinnati.

September 13 to 15, Northern Nut Growers' Association, Norris, Tenn.

September 14 to 16, California Association of Nurserymen, Southern hotel, Sacramento.

October 1 to 3, Texas Rose Festival, Tyler, Tex.

NEW JERSEY OUTING AT BOBBINK & ATKINS.

The summer outing of the New Jersey Association of Nurserymen will be held August 5 at the new property of Bobbink & Atkins, at Smithburg, just south of Freehold, N. J. In case of rain the meeting will be held in one of the firm's buildings on the property.

The main feature of the program will be a clambake, beginning at 2 p. m. Games and sports will provide entertainment at the outing, to which only men are invited.

Fred Noble, Lovett's Nursery, Inc., Little Silver, N. J., is program chairman and will be assisted by Ernest Turner, Turner Bros. Nursery, West Long Branch, and George White, Bobbink & Atkins, East Rutherford.

PLAN CONNECTICUT FLOWER AND LANDSCAPE DAY.

A flower and landscape day will be observed August 11 at the University of Connecticut, Storrs, with an appropriate program, which will feature a talk on "Trees for the Home Landscape" by K. A. Bradley, instructor in nursery management, and an illustrated talk on "American Gardens, Past, Present and Future," by H. O. Perkins, assistant professor of landscape gardening. At the afternoon session Dr. R. C. Allen, executive secretary of the American Rose Society, will speak on "Roses for Your Garden," and the concluding talk will be presented by Dr. Curtis G. Keyes, assistant professor of floriculture, who will speak on "House Plants."

CONNECTICUT MEETING.

The summer meeting of the Connecticut Nurserymen's Association will be held August 12 at Lake Compounce, according to an announcement in the bulletin of the association. The program will feature a guest speaker and entertainment.

PLAN SOCIAL EVENTS FOR PENNSYLVANIA PROGRAM.

Nurserymen, landscape architects and members of allied trades are invited to attend the summer meeting, August 10, of the Pennsylvania Nurserymen's Association, which will be held at the Farr Nursery Co., Weiser Park, Pa. Members who wish to remain overnight may secure accommodations at the Hotel Abraham Lincoln, Reading.

Entertainment features will highlight the program, which will begin at 10:30 a. m. with registration and a get-together at the Farr Nursery Co. Following a buffet luncheon served at noon at the nursery there will be a short business meeting with reports presented by the public relations and flower show committees and reports on group insurance and on the convention of the American Association of Nurserymen, held July 18 to 22, at Milwaukee, Wis. The remaining portion of the afternoon will be devoted to entertainment and a garden tour of the estate of Mr. and Mrs. Elroy Masters, Robesonia, Pa., and Old Glory Farms. At 4:30 p. m. the visitors will assemble at the Green Valley Country Club, where there are facilities for swimming, bowling and games. Dinner at 6:30 p. m. at the country club with music and dancing will conclude the program.

John M. Stoudt, Farr Nursery Co., Weiser Park, Pa., requests that those who plan to attend the meeting advise him to this effect so that he may make arrangements for the luncheon and dinner.

WEST VIRGINIA PROGRAM.

Plans are being completed for the tenth annual meeting of the West Virginia Nurserymen's Association, which will be held August 17 and

TAXUS CUSPIDATA and TAXUS MEDIA

	In lots of 10 to 24 each	25 to 100 each
15 to 18 ins.	$ 2.75	$2.50
18 to 24 ins.	3.25	3.00
24 to 30 ins.	4.50	4.25
30 to 36 ins.	6.00	5.75
36 to 42 ins.	10.00	...
42 to 48 ins.	12.50	...

TAXUS HICKSI

	In lots of 10 to 24 each
30 to 36 ins.	$4.00
36 to 42 ins.	5.00
42 to 48 ins.	7.50

Heavy Bushy Specimens	In lots of 10 to 24 each	25 to 100 each
36 to 42 ins.	$ 7.50	$10.00
42 to 48 ins.	10.00	12.50
48 to 54 ins.	15.00	17.50

Single Leaders	In lots of 10 to 24 each
30 to 36 ins.	$4.00
36 to 42 ins.	5.00

TAXUS CAPITATA

28 to 32 ins.	4.50
32 to 36 ins.	5.50
36 to 40 ins.	7.50
40 to 44 ins.	10.00
44 to 48 ins.	12.50
48 to 54 ins.	15.00
54 to 60 ins.	17.50
60 to 66 ins.	20.00

All plants compact, three and four times transplanted and sheared. Also, a good assortment of other specimen landscape material.

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EVERGREEN SPECIALS

Available for Early Fall

Special rates on carloads and truckloads.

Evergreens in the Monroe Nursery of Ilgenfritz Nurseries, Inc., at Monroe, Mich., received very little of the general winter damage of the past season.

Our evergreens have been transplanted several times and well sheared. Ilgenfritz quality and generous grading are too well known to need further mention. Trees will be dug per order as early as desired. Usual terms. Order early.

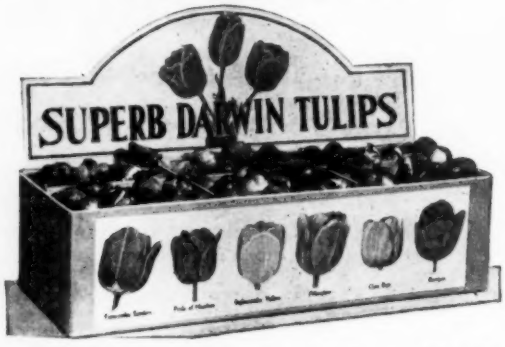
Our usual splendid line of extra-fine Fruit and Ornamental Trees, Shrubs, Roses, etc., will be available. Write for prices at once.

	Each per 10
Abies concolor, 3 to 4 ft.	**$4.25**
Chamaecyparis pisifera aurea (broad), 2½ to 3 ft.	**2.75**
Chamaecyparis plumosa aurea, 1½ to 2 ft.	**2.00**
Chamaecyparis plumosa aurea, 2½ to 3 ft.	**3.00**
Chamaecyparis plumosa aurea (broad), 3 to 4 ft.	**4.00**
Juniperus chinensis (bushy), 3 to 4 ft.	**4.25**
Juniperus chinensis, 4 to 5 ft.	**5.50**
Juniperus chinensis columnaris, 3 to 4 ft.	**4.25**
Juniperus chinensis columnaris, 4 to 5 ft.	**5.50**
Juniperus chinensis columnaris, 5 to 6 ft.	**8.00**
Juniperus chinensis columnaris viridis, 4 to 5 ins.	**5.50**
Juniperus chinensis pfitzeriana, 2 to 2½ ft.	**3.50**
Juniperus chinensis pfitzeriana, 3 to 4 ft.	**6.50**
Juniperus chinensis pfitzeriana, 4 to 5 ft.	**7.50**
Juniperus chinensis pfitzeriana Kallay, 2 to 2½ ft.	**4.00**
Juniperus communis suecica, 1½ to 2 ft.	**1.50**
Juniperus horizontalis depressa plumosa, 1½ to 2 ft.	**1.75**
Juniperus sabina vonehron, 2½ to 3 ft.	**3.50**
Juniperus sabina vonehron, 3 to 4 ft.	**5.00**
Juniperus sabina vonehron (upright), 1½ to 2 ft.	**2.25**
Juniperus scopulorum, 4 to 5 ft.	**5.50**
Juniperus virginiana, 5 to 6 ft.	**4.50**
Juniperus virginiana, 6 ft.	**5.50**
Juniperus virginiana canaerti, 3 to 4 ft.	**4.50**
Juniperus virginiana glauca, 3 to 4 ft.	**4.50**
Juniperus virginiana glauca, 4 to 5 ft.	**6.00**
Juniperus virginiana glauca, 5 to 6 ft.	**$7.00**
Juniperus virginiana keteleeri, 3 to 4 ft.	**4.50**
Juniperus virginiana keteleeri, 4 to 5 ft.	**6.00**
Picea abies, 4 to 5 ft.	**5.00**
Picea glauca (White Spruce), 3 to 4 ft.	**3.75**
Picea glauca (White Spruce), 4 to 5 ft.	**5.50**
Picea pungens (Colorado Spruce), 3 to 4 ft.	**4.50**
Picea pungens (Colorado Spruce), 4 to 5 ft.	**6.00**
Pinus nigra, 3 to 4 ft.	**5.00**
Pinus sylvestris, 3 to 4 ft.	**5.00**
Pseudotsuga taxifolia, 3 to 4 ft.	**4.75**
Taxus cuspidata, 1½ to 2 ft.	**3.50**
Taxus cuspidata, 2 to 2½ ft.	**4.75**
Taxus cuspidata, 2½ to 3 ft.	**5.75**
Taxus cuspidata nana, 15 to 18 ins.	**4.00**
Taxus media hicksi, 2 to 2½ ft.	**5.00**
Taxus media hicksi, 2½ to 3 ft.	**6.00**
Taxus media hicksi, 3 to 3½ ft.	**7.50**
Thuja occidentalis, 4 to 5 ft.	**4.00**
Thuja occidentalis, 5 to 6 ft.	**5.00**
Thuja occidentalis douglasi, 2½ to 3 ft.	**2.75**
Thuja occidentalis pyramidalis, 3 to 4 ft.	**3.50**
Thuja occidentalis pyramidalis, 4 to 5 ft.	**4.50**
Thuja occidentalis woodwardi, 15 to 18 ins.	**1.40**
Thuja occidentalis woodwardi, 1½ to 2 ft.	**1.70**
Thuja orientalis, 4 to 5 ft.	**3.50**

ILGENFRITZ NURSERIES, Inc.

The MONROE NURSERY **MONROE, MICH.**

BIG PROFIT IN TULIPS



DARWINS—Imported from Holland,
22 doz. first-size bulbs, 6 colors in 6 most popular varieties.

Packed in a strong jade-green display box beautifully embossed and decorated in red. Full-color pictures on the box illustrate the varieties by name. Planting instructions with each box. No license required to sell.

$12.00 F.O.B. Ottawa, Kansas (7% less than last year).

DELIVERY—September.
SELLING SEASON—September to December.
DISPLAY—Box as shown. 8¼x5½x20¼ ins. Requires only 167 sq. ins. of space.
SELL—From $22.00 to $26.40 (Suggested selling prices 10c ea., $1.00 per dozen).
MARKUP (At suggested selling prices—45% to 55%—5% more than last year).

We offer a full line of Fall Bulbs. Send for our list.

WILLIS NURSERY COMPANY
"Your Wholesale Nurserymen"
OTTAWA, KANSAS

WE HAVE A GOOD SUPPLY OF THE FOLLOWING

Advise us of your needs for quotations.

Red Barberry, 3 to 18-in. seedlings, 12 to 30-in. transplants.
Chinese Chestnut, 6 to 24-in. seedlings.
Philadelphus Virginalis, rooted cuttings.
Kolkwitzia Amabilis, T., 6 to 12-in. liners.
Japanese Yew, Upright, 18 to 48 ins.

Many other good items.

FAIRVIEW EVERGREEN NURSERIES FAIRVIEW, PA.

TAXUS MEDIA HALLORAN

The past winter proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

VERKADE'S NURSERIES NEW LONDON, CONN.

J & P EVERGREENS SHADE TREES SHRUBS, VINES HEDGE PLANTS, etc.

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

18 at the Frederick hotel, Huntington.

Among the guest speakers at the meeting will be Howard Burton, Burton's Hilltop Nurseries, Casstown, O., who is an authority on plant propagation as well as other nursery practices. Mr. Burton has attended previous meetings and is well known to the nurserymen. He will discuss propagation and will be available to answer questions.

William Dieckmann will review the history of the first ten years of the West Virginia Nurserymen's Association; William Watson and Dr. L. W. Melander, United States Department of Agriculture, will talk on "The Nurseryman's Interest in the Production and Shipping of Barberries," and John Amos will discuss law practices as they pertain to the operation of a nursery.

The evening of August 17 there will be demonstrations of nursery practices, a tour and a picnic dinner at the Potter Nurseries, located on U. S. Highway 50, fifteen miles east of Huntington. If the weather permits, the members will remain at the nursery until dark when sound motion pictures in color will be shown.

Because of an invitation to serve as a judge at the international gladiolus show August 17 at Binghamton, N. Y., Thomas Manley, director of the Wheeling Garden Center, will be unable to speak at the session open to the public the morning of August 18, as originally scheduled. However, efforts are being made to secure a nationally known speaker for this session.

The afternoon of August 18 will be devoted to tours of local nurseries, parks and homes that offer interesting landscape features.

Members are asked to make their room reservations at the Frederick hotel as soon as possible if they plan to attend the meeting.

SOUTHERN NURSERYMEN ANNOUNCE PROGRAM PLANS.

Program plans are now complete for the forty-ninth annual convention of the Southern Nurserymen's Association, which will be held August 19 to 21 at the Russell Erskine hotel, Huntsville, Ala. While the afternoon of August 19 has been left open to afford members an opportunity to visit nurseries and parks in the area, the conventioners will gather at 8:30 p. m. that evening for a social hour with refreshments in the ballroom of the hotel. A preregistration will also be held.

Following registration at 9 a. m. August 20 the convention will be

OREGON'S BEST
SOURCE of GOOD ROSES

A complete list of **Nonpatented Hybrid Teas, Floribundas** and **Climbers.** Also one of the largest lists of **Patented Hybrid Teas, Floribundas** and **Climbers.**

AND

ALL-AMERICA ROSE SELECTIONS
AWARD WINNERS

We grow twenty-seven of the twenty-eight winners including the sectional winners.

Order early for the 1949 A.-A. R. S. winners —

Forty-Niner and **Tally-ho.**

Send For Our Complete List.

Eastern Representative
Frank C. Donavan
Chicago, Illinois

Western Representative
K. C. Bishop
Scappoose, Oregon

PETERSON & DERING
Rose Growers
SCAPPOOSE, OREGON

READY FOR INSPECTION

New Unbroken Lots of Fine Evergreens

PYRAMIDAL ARBORVITAE, 4 to 5 ft.
TAXUS CUSPIDATA, 24 to 30 ins.
IRISH JUNIPER, 3 to 4 ft.
SWEDISH JUNIPER, 4 to 5 ft.
GRAFTED JUNIPERS
Burki, Keteleeri, Glauca, 4 to 5 ft.
TAXUS HICKSI, 24 to 30 ins.

These Evergreens are all grown out to popular sizes, larger than barely usable grades. They are freely available to those who plan their requirements ahead. We urge our buyers to reserve stock promptly in view of demand.

—WE WELCOME YOUR VISIT—

The Berryhill Nursery Co.

EVERGREENS ORNAMENTALS

FOUR MILES NORTHEAST OF SPRINGFIELD, OHIO
STATE ROUTE FOUR P. O. BOX 696

BEFORE BUYING EVERGREENS—*See Us*

Our shippers are prepared to ship **Balled and Burlapped Evergreens** in carload lots and can supply Japanese beetle certificates.

Our quality cannot be excelled.

See our list of lining-out stock on page 27 of this issue.

E. D. ROBINSON SALES AGENCY, Wallingford, Conn.

"A friendly, efficient service."

PACHYSANDRA TERMINALIS

Assorted field-grown, **$6.00** per 100, **$50.00** per 1000.

Vinca Minor, English Ivy, Euonymus and other ground cover plants.

HUGH B. BARCLAY
NARBERTH, PA.

opened officially by President Donald M. Hastings, H. G. Hastings Co., Atlanta, Ga., and the Rev. R. R. Claiborne will deliver the invocation. Richard H. Jones, Jones Ornamental Nursery, Nashville, Tenn., will respond on behalf of the members to the address of welcome presented by A. W. McAllister, mayor of Huntsville.

Features of the program for the first morning will include the president's address, presented by Donald M. Hastings; the appointment of committees; the presentation of announcements by John Fraser III, Huntsville Wholesale Nurseries, Inc., Huntsville, and the report of the secretary-treasurer, by J. A. Stubbs, Atlanta, Ga. A talk on "The White-fringed Beetle, Past and Present," by B. P. Livingston, chief of the division of plant industry, Montgomery, Ala., will conclude the program, after which the members will adjourn for the diamond jubilee barbecue at the packing shed of the Huntsville Wholesale Nurseries, Inc., as guests of the firm.

Members will reconvene at 2 p. m. in the ballroom of the hotel for a report on the activities of the American Association of Nurserymen by R. P. White, executive secretary of the association. Louis Hillenmeyer, Hillenmeyer Nurseries, Lexington, Ky., will report for the trade promotion and market development committee. The remainder of the program will be devoted to three talks: "What Can We Do with Trade Promotion in Our Own Area?" by John Wight, Wight Nurseries, Cairo, Ga.; "The Economic Outlook for the Next Twenty-four to Thirty-six Months," by Dr. Stewart J. Lloyd, University of Alabama, and in summation, "What Do We Do About All This?" by Henry B. Chase, Chase Nursery Co., Chase, Ala. During the afternoon session a program featuring special entertainment has been planned for the ladies, while juniors will go to the Huntsville municipal swimming pool as guests of the Huntsville Wholesale Nurseries, Inc.

Frank B. Wilson, Huntsville, will serve as toastmaster at the banquet at 7 p. m. in the ballroom of the Russell Erskine hotel, which will feature dancing and a floor show with Hilding Holmberg and his orchestra. The Rev. William Dern, Newport, will be the guest speaker and will present a talk entitled "A Parson Takes a Gander."

A talk on "Soil Conservation in Your Nursery," by L. B. Scott, regional director of the soil conservation service, Spartanburg, S. C.,

DON'T BE DISAPPOINTED

ORDER NOW

And be assured of delivery of all items wanted at the time you want them.

The following is a list of some of the **Hardy Deciduous Flowering Shrubs** we can furnish in fairly good quantities at attractive prices for Fall, 1948, or Spring, 1949, delivery.

Our Regular Fall Trade List Will Be Mailed in September. In the meantime may we have the privilege of quoting on all your want lists.

Our terms and conditions are the same as those in our regular trade lists of the past season.

VISITORS ALWAYS WELCOME

S—Seedlings; C—Cutting-grown; Tr.—Transplanted; Br.—Branched; L.O.—Lining-out; Div.—Divisions.

	Per 10	Per 100	Per 1000
ALMOND. PRUNUS GLANDULOSA. Double Pink-flowering Almond (own root)			
12 to 18 ins., Tr., well br.	$2.50	$20.00	.....
18 to 24 ins., Tr., well br.	3.00	25.00	.....
BERBERIS THUNBERGI. Green-leaved Barberry.			
9 to 12 ins., 2-yr., Br.	.60	5.00	$ 40.00
12 to 15 ins., S., Br.	.70	6.00	50.00
15 to 18 ins., 2-yr. S., Br.	.80	7.00	60.00
BERBERIS THUNBERGI ATROPURPUREA. Red-leaved Barberry.			
9 to 12 ins., 2-yr. S.	.80	7.00	60.00
9 to 12 ins., 2-yr. S., Br.	1.00	9.00	80.00
12 to 15 ins., 3-yr. S., Br.	2.00	17.50	150.00
15 to 18 ins., 3-yr. S., Br.	2.50	22.50	200.00
CYDONIA JAPONICA. Japanese Quince.			
12 to 18 ins., 2-yr. S.	.50	4.00	35.00
18 to 24 ins., 2-yr. S.	.60	5.00	45.00
2 to 3 ft., 2-yr. S.	.70	6.00	55.00
12 to 18 ins., 2-yr., well Br.	1.00	9.00	80.00
18 to 24 ins., 2-yr., well Br.	1.75	15.00	125.00
2 to 3 ft., 2-yr., well Br.	2.50	20.00	175.00
CYDONIA JAPONICA RUBRA. Japanese Quince, True upright red, nonfruiting.			
12 to 18 ins., 2-yr., well Br.	3.00	25.00	200.00
18 to 24 ins., 2-yr., well Br.	4.00	35.00	300.00
2 to 3 ft., 3-yr., well Br.	5.00	40.00	350.00
3 to 4 ft., 3-yr., well Br.	6.00	50.00	.....
DEUTZIA SCABRA. Varieties: **Candida,** Double White **Crenata,** Double Pink **Pride of Rochester,** Double Rose			
12 to 18 ins., well Br.	.70	6.00	50.00
18 to 24 ins., well Br.	1.25	10.00	80.00
2 to 3 ft., well Br.	1.50	12.00	100.00
3 to 4 ft., well Br.	2.00	15.00	125.00
FORSYTHIA FORTUNEI. Fortune Forsythia.			
FORSYTHIA INTERMEDIA. Border Forsythia.			
12 to 18 ins., well Br.	.60	5.00	40.00
18 to 24 ins., well Br.	1.50	12.00	100.00
2 to 3 ft., well Br.	2.00	15.00	125.00
3 to 4 ft., well Br.	2.50	17.50	150.00

	Per 10	Per 100	Per 1000
LIGUSTRUM AMURENSE. Amur River North Privet.			
12 to 18 ins., 2 Br.	$0.50	$ 4.00	$ 35.00
12 to 18 ins., 3 Br. up	.60	5.00	45.00
18 to 24 ins., 2 Br.	.60	5.00	45.00
18 to 24 ins., 3 Br. up	.80	7.00	60.00
2 to 3 ft., 4 Br. up	1.00	8.00	75.00
LIGUSTRUM IBOLIUM. Ibolium Privet.			
12 to 18 ins., 2 Br.	.50	4.00	35.00
12 to 18 ins., 3 Br. up	.60	5.00	45.00
18 to 24 ins., 2 Br.	.60	5.00	45.00
18 to 24 ins., 3 Br. up	.80	7.00	60.00
2 to 3 ft., 4 Br. up	1.00	8.00	75.00
3 to 4 ft., 4 Br. up	1.25	10.00	90.00
LIGUSTRUM OVALIFOLIUM. California Privet.			
12 to 18 ins., 2 Br.	.35	3.00	25.00
12 to 18 ins., 3 Br. up	.45	3.50	30.00
18 to 24 ins., 2 Br.	.45	3.50	30.00
18 to 24 ins., 3 Br. up	.60	4.50	40.00
2 to 3 ft., 4 Br. up	.70	6.00	50.00
3 to 4 ft., 5 Br. up	1.00	8.00	70.00
18 to 24 ins., C., 2 Br.	.60	5.00	.....
18 to 24 ins., C., 3 Br. up	.70	6.00	.....
2 to 3 ft., C., 4 Br. up	1.00	7.00	.....
LONICERA FRAGRANTISSIMA. Winter Honeysuckle.			
12 to 18 ins., C., 3 Br. up	.90	8.00	70.00
18 to 24 ins., C., 3 Br. up	1.25	10.00	90.00
2 to 3 ft., C., 4 Br. up	2.00	15.00	125.00
SPIRAEA PRUNIFOLIA. Bridal Wreath. 18 to 24 ins., 1-yr. Tr., Field-grown, L.O.	1.50	12.50	110.00
12 to 18 ins., 2-yr., well Br.	2.00	15.00	125.00
18 to 24 ins., 2-yr., well Br.	2.50	22.00	200.00
2 to 3 ft., 2-yr., well Br.	3.00	26.00	230.00
3 to 4 ft., 2-yr., well Br.	4.00	30.00	.....
SPIRAEA VANHOUTTEI. Van Houtte Spiraea.			
12 to 18 ins., Hedging	.65	5.50	50.00
18 to 24 ins., Hedging	.75	6.50	60.00
12 to 18 ins., 2-yr., well Br.	1.50	12.50	100.00
18 to 24 ins., 2-yr., well Br.	2.00	17.50	150.00
2 to 3 ft., 2-yr., well Br.	2.50	22.50	200.00

FOREST NURSERY COMPANY, Inc.

McMinnville, Tenn.

HEDGE

Berberis Thunbergi, 2-yr. N.T. and 3-yr. Transplants.

Berberis Thunbergi Atropurpurea,
2-yr. N.T. and 3-yr. Transplants.

Ligustrum Amurense — **Ligustrum Ibota Regelianum**

Ligustrum Ibolium — **Ligustrum Ovalifolium**

Any of the above listed items available in all grades.

Our blocks of **Barberry** and **Privet** are in excellent condition this season. We welcome your inspection and would appreciate an opportunity to quote our best prices for your consideration.

C. R. BURR & CO., Inc.
MANCHESTER, CONN.
"Growing Since '98"

We Offer the Following Surplus Items For Early Fall Delivery

RHODODENDRON CATAWBIENSE
B&B, 12 to 24 ins.

TSUGA CANADENSIS
B&B, 12 to 30 ins.

CURTIS NURSERIES
CALLICOON, N. Y.

We Offer—

EVERGREENS — In a large assortment of **PYRAMIDAL** and **GLOBE ARBORVITAE, PFITZER JUNIPER** and **YEWS** in grades at attractive prices. **SOME LARGE SPECIMEN EVERGREENS, SHRUBBERY** and **SHADE TREES.**

Mail want list for prices.

THE WESTMINSTER NURSERIES
Westminster, Md.

QUALITY MERCHANDISE AT REASONABLE PRICES

C. L. VANDERBROOK & SON
P. O. Box 125, Sta. "A"
MANCHESTER, CONN.
Wholesale Nurserymen Since 1922

PRIVET and BERBERIS
Splendid Stock
Write for Special Quotations
LESTER C. LOVETT
MILFORD DELAWARE

ORNAMENTAL VINES
Clematis, Honeysuckle, Silver-lace, etc.
Send for our price list.
JAMES I. GEORGE & SON
FAIRPORT, N. Y.

will open the concluding session Saturday morning. Among the members participating in a panel on the stock outlook and price trends will be Hoskins A. Shadow, Shadow Nursery Co., Winchester, Tenn., who will report on fruit trees; John Fraser, Jr., Huntsville Wholesale Nurseries, Inc., Huntsville, who will report on roses; H. B. Chase, Chase Nursery Co., Chase, Ala., who will report on shrubs, and John Boyd, Boyd Nursery Co., McMinnville, Tenn., who will report on evergreens.

SHADE TREE PROGRAM.

Meetings of the National Arborist Association at 10 a. m. and at 1 p. m. will highlight the program for the first day of the twenty-fourth National Shade Tree Conference, to be held August 23 to 27 at the Hotel Schroeder, Milwaukee, Wis. Commercial and educational exhibits will also be featured, and a preopening registration will be held. In the evening members of the executive committee of the National Shade Tree Conference will meet.

Social events of the convention will include a dinner for commercial exhibitors the evening of August 24 followed by the Wisconsin Centennial night show at State Fair park. The program for Wednesday morning will be devoted to a tour of Milwaukee and the Milwaukee parks with luncheon at Lake park. A dinner and meeting of the National Arborist Association is scheduled for 7 o'clock that evening, while the annual banquet and show will take place Thursday evening.

Features of the ladies' program will include a luncheon at the Hotel Schroeder August 24 with a style show by Shusters, a visit to the Milwaukee Public Museum and tea at Gretchen Colnik's. Following the Wisconsin Centennial night show at State Fair park there will be a brewery party. A sight-seeing tour of Milwaukee and the Milwaukee parks has been scheduled for Wednesday morning with a visit to the radio show "The Grenadiers" at noon. Thursday there will be a tour of the Joseph Schlitz Brewing Co. and luncheon at the Brown Bottle restaurant.

Registration at 8 a. m. will precede the opening of the regular convention program, which is as follows:

TUESDAY, AUGUST 24, 10 A. M.

Invocation, by the Rev. J. Roy Deming, Wauwatosa Methodist church.

Address of welcome, by Frank Ziedler, mayor of Milwaukee.

"Fungi in Relation to Cavity Development and Tree Surgery," by Dr. E. S. McDonough, department of botany, Marquette University, Milwaukee.

WE SPECIALIZE IN LINING-OUT STOCK

Our thanks to all our customers for the business they favored us with the past season.

We look forward to serving you again this coming fall and spring.

HESS' NURSERIES

P. O. Box 52

MOUNTAIN VIEW, NEW JERSEY

"Soils and Fertilizer Relationships to Tree Development," by Stanley C. Fell, technical director, Holton & Hunkel Co., Milwaukee, Wis.

TUESDAY, AUGUST 24, 1:30 P. M.

Program arranged in conjunction with the National Arborist Association.

"Problems of Personnel Maintenance," by Dr. Stewart Scrimshaw, college of business administration, Marquette University.

"Common Errors in Tree Pruning," by H. M. Van Wormer, Van Wormer Tree Service Co., Richmond, Va.

"Importance of Research in Shade Tree Care," by Dr. Rush P. Marshall, director, Bartlett Tree Research Laboratories, Stamford, Conn.

"Safety Practices for Tree Workers," by Karl Kuemmerling, forester for public utilities, Canton, O.

WEDNESDAY, AUGUST 25, 1 P. M.

Field demonstrations of tools, equipment and arboricultural operations, Lake park.

WEDNESDAY, AUGUST 25, 8 P. M.

Meeting of city foresters, park superintendents and others interested in public area tree management problems. Discussion led by R. K. Alman, park department, Cedar Rapids, Ia.

THURSDAY, AUGUST 26, 9:30 A. M.

Panel on recent developments in insecticides and fungicides and their evaluation, including nature, compatibility and use:

"Insecticides," by Dr. George C. Decker, section of economic entomology, Illinois State Natural History Survey, Urbana, Ill.

"Fungicides," by Dr. H. C. Young, department of botany and plant pathology, Ohio agricultural experiment station, Wooster, O.

Open forum on insecticides and fungicides. Discussion led by Dr. J. C. Carter, plant pathologist, Illinois State Natural

QUALITY LINERS WE HAVE TO OFFER IN QUANTITY

Acer Palmatum, 1-year seedlings.
Acer Palmatum Atropurpureum, seed-grown, 12 to 18 ins.
Ampelopsis Veitchi, 1-year seedlings, and 2-year transplants.
Aristolochia Sipho and **Tomentosum,** 1-year seedlings.
Berberis Thunbergi Atropurpurea, 2-year seedlings and transplants.
Cornus Florida, selected seedlings for grafting.
Elaeagnus Angustifolia, 1-year seedlings.
Hibiscus Syriacus, 1-year seedlings.
Hydrangea Arborescens Grandiflora, 1-year transplants.
Hydrangea Paniculata, 1-year transplants.
Hydrangea Paniculata Grandiflora, 1-year transplants.
Juniperus Communis Hibernica, 2-year transplants.
Laburnum Vulgare, 1-year seedlings.
Ligustrum Amurense (North), 1-year cuttings.
Magnolia Soulangeana, 1-year bedded grafts.
Picea Pungens Glauca, 3-year seedlings.
Pinus Nigra Austriaca, 1-year seedlings.
Sophora Japonica and **Pendula,** 1-year seedlings.
Taxus Cuspidata, Capitata, Nana, Media, Browni, Hatfieldi, Hicksi, Halloran and **Moon's Columnaris** in 1, 2 and 3-year transplants, also twice transplanted.
Thuja Occidentalis, Compacta, Elegantissima, Hoveyi, Nigra, Pyramidalis, Wareana and **Woodwardi,** 1, 2 and 3-year transplants, also twice transplanted.
Thuja Orientalis, 1-year seedlings.
Tsuga Canadensis, 2, 3 and 4-year transplants.
Viburnum Carlesi, pot grafts for spring delivery.
Weigela Rosea, 1-year cuttings.

Ask for our complete list of liners and larger material.

VERKADE'S NURSERIES New London, Conn.

KOSTER BLUE SPRUCE—LANDSCAPE MATERIAL

Fall, 1946, transplanted stock; beautiful color, well shaped, in 6, 7 and 8-ft. sizes for fall shipment; also large specimens up to 14 ft. Mail want list now for sizes and prices.

FADDEGON'S NURSERIES NISKAYUNA, N. Y.

Heavy FRUIT TREES

Apple, Peach, Plum, Apricot, Cherry and 2 and 3-year **Pear.**

Extra-heavy 2 and 3-year **FLOWERING SHRUBS.**

JUNIPERS

ARBORVITAES

BROAD-LEAVED EVERGREENS

LINING-OUT STOCK

Juniper Grafts for Spring, 1949, Delivery.

Write us for quotations.

SNEED NURSERY COMPANY

P. O. BOX 798 OKLAHOMA CITY 1, OKLA.

GUARANTEED

LINING-OUT STOCK—FALL 1948

	Per 1000
Balsam Fir, 3-yr. transplants (2-1), 2 to 5 ins.	$40.00
Austrian Pine, 3-yr. transplants (2-1), 3 to 6 ins.	40.00
Banks Pine, 4-yr. transplants (2-2), 10 to 18 ins.	40.00
Red Pine, 4-yr. transplants (2-2), 4 to 10 ins.	65.00
Mugho Pine, 3-yr. transplants (2-1), 3 to 5 ins.	35.00
Scotch Pine, 3-yr. transplants (2-1), 4 to 8 ins.	50.00
Black Hill Spruce, 4-yr. transplants (2-2), 3 to 6 ins.	50.00
Engelmann Blue Spruce, 4-yr. transplants (2-2), 3 to 5 ins.	70.00

Terms: Cash with order, or 50% with order and the balance C.O.D.

OUR GUARANTEE

Ninety per cent of all transplants sold at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10% of the number purchased, provided we are notified of such losses by October 1, 1949.

Several other varieties available. Send for complete list of stock.

WESTERN MAINE FOREST NURSERY CO., Dept.AN-88 Fryeburg, Maine

BERBERIS THUNBERGI

2-yr. Seedlings
Nicely Branched

Write for Special Quotations.

WILSON'S NURSERIES
MANCHESTER, CONN.

ORNAMENTAL EVERGREENS

Trees & Shrubs

BAGATELLE NURSERY
P. O. Huntington Station, N. Y.

History Survey, Urbana, Ill. Other speakers will include Dr. George C. Decker, Urbana, Ill., and Dr. H. C. Young, Wooster, O.

"Developing Resistance to Disease in Trees," by Dr. A. J. Riker, department of plant pathology, University of Wisconsin.

THURSDAY, AUGUST 26, 2 P. M.

Business meeting.

"Electronic Detection of Concealed Metal in Timber," by Dr. M. R. Brundage, forest utilization service, central states forest experiment station, United States Department of Agriculture, Columbus, O.

"Outdoor Education," by Roberts Mann, superintendent of conservation, forest preserve district of Cook county, River Forest, Ill.

Panel discussion on shade trees, their use, planting and maintenance, led by Dr. P. P. Pirone, pathologist, New York Botanical Garden, Bronx Park, N. Y.

"Adaptability and Use," by Prof. G. W. Longenecker, department of horticulture, University of Wisconsin, Madison.

"Troublesome Insects," by Dr. J. J. Davis, department of entomology, Purdue University, Lafayette, Ind.

FRIDAY, AUGUST 27, 10 A. M.

"Chemotherapy," by Dr. Albert E. Dimond, associate pathologist, Connecticut agricultural experiment station, New Haven.

"Status of Research on Two Epidemic Elm Diseases," by Dr. R. R. Whitten, senior entomologist, bureau of entomology and plant quarantine, and Dr. Roger U. Swingle, division of forest pathology, United States Department of Agriculture, Columbus, O.

"Oak Wilt," by Dr. George L. McNew, section of botany and plant pathology, Iowa State College, Ames, Ia.

"Mist Blowers," by Dr. S. F. Potts, entomologist, bureau of entomology and plant quarantine, United States Department of Agriculture, New Haven, Conn.

NORTHERN NUT GROWERS TO MEET AT NORRIS, TENN.

Arrangements are being completed for the convention of the Northern Nut Growers' Association, to be held September 13 to 15 at Norris, Tenn. A number of good speakers have been secured, and according to Program Chairman Spencer Chase, the feature of the convention banquet will be a motion picture in color entitled "The American Walnut," presented by Burdette Green, executive secretary of the American Walnut Association, Chicago, Ill. Also on the subject of walnut wood will be a report by J. Ford Wilkinson on the development of fine curly grain in trees of the Lamb black walnut propagated by him. Earlier reports were that the grafted Lamb trees had not yet developed the curly grain of the original tree, which was one of the most highly figured walnut trees ever found.

The location of the convention at Norris should be an added attraction to encourage attendance, since Norris lake will be open for fishing and the Great Smoky mountains National park is not far away.

Write us for attractive prices on a General Line of Nursery Stock including:

FRUIT TREES

ASPARAGUS ROOTS

STRAWBERRY PLANTS

OTHER SMALL FRUITS

EVERGREENS

SHADE and ORNAMENTALS

FLOWERING SHRUBS

HEDGES, etc.

BUNTINGS' NURSERIES, INC.

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MARYLAND PROGRAM.

All nurserymen in Maryland are urged to attend the summer meeting of the Maryland Nurserymen's Association, to be held August 13 at the University of Maryland, College Park. Highlights of the program will include a business session, educational talks and social events, and President J. H. Burton, Hyattsville, has requested that all nurserymen plan to arrive by 9:30 a. m. for the meeting.

Following the address of welcome there will be a business session at which the activities of the association in connection with the Maryland sales tax on nursery stock will be discussed. T. Howard Duckett and Ralph Shure, the attorneys retained to represent the association, will be present to report the progress of the case and to detail future activities being planned in this connection.

Dr. I. C. Haut, head of the department of horticulture of the university, will describe his plans for ornamental horticulture and will introduce two new specialists who have been appointed to work with nurserymen and florists.

Methods of controlling red spiders, Japanese beetles and other pests which have been a problem to nurs-

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SHADE AND ORNAMENTAL TREES
JAPANESE MAPLES
MAGNOLIAS
HEDGE PLANTS
EVERGREENS
VINES
GROUND COVERS
AZALEAS
BROAD-LEAVED EVERGREENS
SHRUBS
ILEX in assortment
ROSES of various types
PEACH TREES

Our list is large and covers many unusual and hard-to-find items. Send us your want list.

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PECAN TREES
Commercial grove or landscape.
Wholesale Catalog.

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EVERGREEN LINERS

Pfitzer Juniper

Golden Pfitzer Juniper

Andorra Juniper

Sargent Juniper, 10 ins.

Vonehron Juniper

Canadensis Juniper

Euonymus Radicans

Upright Yew

Spreading Yew

Hicks' Yew

Heavy rooted liners,
5 to 8 ins., average

$11.00 per 100,
$100.00 per 1000.
250 at 1000 rate.

In plant bands, **$16.00** per 100, **$150.00** per 1000.

Extra-heavy Spreading Yew
In plant bands, 9 to 12 ins.
$20.00 per 100,
$180.00 per 1000.

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ST. JOSEPH, MO.

FOR SALE
MIAMI LANDSCAPE NURSERY

Nets $20,000 to $35,000 annually, or 15 to 25 per cent on your investment. Founded 1936. Top-notch organization eliminates your need of experience. $50,000 down, balance payable over 5 years. Ask for Brochure "B." WADSWORTH & WALKER, 369 Lexington Ave., New York 17; or 3547 St. Gaudens Rd., Miami 33, Fla.

LINERS

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erymen this spring and summer will be discussed.

Dr. T. B. Symons, dean of the college of agriculture and director of the extension service, will serve as master of ceremonies at the luncheon. Richard P. White, executive secretary of the American Association of Nurserymen, will be present to discuss problems confronting nurserymen, and a talk on lawn making will be presented by a national authority.

Following the luncheon at College Park, the group will proceed to Rockville, Md., to visit Adolph Gude, of A. Gude Sons Co. A tour of the greenhouses and nursery and a picnic supper will conclude the program.

HOLD NEW YORK OUTING AT ROSEDALE NURSERIES.

Approximately seventy members and guests attended the annual steak roast of the Eastern New York Nurserymen's Association July 10 at Rosedale Nurseries on the Saw Mill River parkway, Eastview, N. Y. Howard C. Taylor, owner of the nurseries, who has served as vice-president and treasurer of the American Association of Nurserymen and as a member of the executive committee for region I and is now president, was host to the nurserymen on the occasion of the fiftieth anniversary of the firm, which was founded in 1898 by S. G. Harris.

The outing began at 11 a. m. with horseshoe pitching and other games. In addition, the program featured tours of the nursery grounds and the modern office facilities. Following a buffet luncheon at noon, there was a Beaver tractor race in which participants traveled at speeds of four and five miles per hour. The remainder of the afternoon was devoted to games and tours of the nursery. Before the steak roast at 6 p. m. ice-cold clams on the half shell and beverages were served. The charcoal-broiled steak was especially prepared and served by a chef and his crew who are famous in the east for preparing such feasts.

Among those present were John Dunn, White Plains, N. Y., and William Godding, Poughkeepsie Nursery Co., Poughkeepsie, N. Y., president and secretary, respectively, of the Eastern New York Nurserymen's Association; Valleau C. Curtis, Charles G. Curtis Co., Callicoon, N. Y., chairman of the Eastern region of the American Association of Nurserymen, at whose firm the steak roast was held last year; Peter J. van Melle, Poughkeepsie Nursery Co., Poughkeepsie, N. Y., secretary of the New York State Nurserymen's Asso-

WANTED

ABIES, PICEA and **PINUS** in variety
Lining-out sizes and transplants
from 12 to 15 ins.
And **Euonymus Patens,** L.O. transplants
or out of 2¼-in. pots.
Also **Azalea Amoena, Hinodegiri** and **Mucronulata** in large sizes.

FOR SALE

Import stock, such as **Azalea, Jap. Red Maple, Magnolia, Pieris, Rhododendron** and **Lining-out Evergreens** and **Shrubs,** much in demand, but are not plentiful. I am booking orders now for spring, 1949; so send in your order pronto.

If you do not have my list, write me for one. Also write for list of **Dicentra Spec.** (Bleeding Heart), **Helleborus Niger** (Christmas Rose), **Paeonia roots** and **Perennials** for fall, 1948.

The following excellent lining-out stock is a good buy. Grown on in flats. **Taxus Cuspidata** (spreading), **Capitata** (upright), **Hicksi, Intermedia** and **Wadleyiana** (a compact spreader). Good at **$12.00** per 100, **$100.00** per 1000. Mixed order, our selection, not less than 25 of a kind named, **$10.00** per 100; **$90.00** per 1000. All F.O.B. shipping point, New Jersey, packing at cost. Usual terms.

Michigan Peat—exceeds U. S. Gov't specifications. Used and endorsed by agricultural colleges and by largest growers, for growing young stock and for use with sand for propagating. Carload prices, **$15.00** per ton, F.O.B. Capac, Mich.

Every nurseryman should have the book, **"The Insect Guide"** by Ralph B. Swain, Ph.D., beautifully illustrated by Suzan M. Swain. Price, **$3.00** postpaid.

ARTHUR DUMMETT
Bernardsville, N. J.
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DICENTRA SPECTABILIS

Now booking orders for shipment as soon as dug this fall.

Nice Whole-root Clumps.

Large forcing size, 5 to 8 eyes and up, **32c.** Regular size, 3 to 5 eyes, **25c.**

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CENTRAL BRIDGE, N. Y.

CHARLES SIZEMORE
Traffic Manager
319½ Georgia St., Louisiana, Mo.

Loss and damage claims against railroad and express companies collected.

Freight bills audited.

Past due notes and accounts collected.

Well known to the nurserymen of the country.

Reference: Bank of Louisiana.

EVERGREENS FOR FALL DELIVERY

Juniperus Chinensis

	Per 10	Per 100
2 to 2½ ft.	$25.00	$225.00
2½ to 3 ft.	32.50	300.00
3 to 3½ ft.	40.00	375.00
3½ to 4 ft.	47.50	450.00
4 to 4½ ft.	57.50	550.00
4½ to 5 ft.	67.50	650.00

Juniperus Chi. Pyramidalis, green and blue

	Per 10	Per 100
2½ to 3 ft.	$40.00	$375.00
3 to 3½ ft.	45.00	425.00
3½ to 4 ft.	52.50	500.00
4 to 5 ft.	67.50	650.00
5 to 6 ft.	77.50	750.00

Juniperus Keteleeri and Canaerti

	Per 10	Per 100
2½ to 3 ft.	$47.50	$450.00
3 to 3½ ft.	55.00	525.00
3½ to 4 ft.	62.50	600.00
4 to 4½ ft.	75.00	725.00
4½ to 5 ft.	82.50	800.00
*5 to 6 ft.	92.50	900.00

*Available in **Keteleeri** only.

All our Evergreens have been regularly sheared to achieve compact shapely specimens.

Orders will be booked and shipped on a first come, first served basis.

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SHENANDOAH NURSERIES
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ciation; Erwin W. Whitham, Manchester, Conn., representative of Maxwell, Bowden & Rice, Inc., Geneva, N. Y., president of the Connecticut Nurserymen's Association; Arthur Webster, A. N. Pierson, Inc., Cromwell, Conn.; Louis Vanderbrook, C. L. Vanderbrook & Son, Manchester, Conn., and Peter Cascio, Peter Cascio Nursery, West Hartford, Conn., president, secretary and treasurer, respectively, of the New England Nurserymen's Association; Alex Stoveken, A. N. Pierson, Inc., Cromwell, Conn.; Ray Hopkins, West Hartford, Conn.; C. Russell Jacobus, C. R. Jacobus & Son, Upper Montclair, N. J., former chairman of the Eastern region of the American Association of Nurserymen; Charles Hess, Hess' Nurseries, Mountain View, N. J., and Russell Harmon, LaBars' Rhododendron Nursery, Stroudsburg, Pa.

MISSOURI SECRETARY.

Selected to fill the post of secretary-treasurer of the Missouri State Nurserymen's Association left vacant by the death of William A. Weber is Edward W. Ambo, president of the 17-year-old firm of Ambo Bros. Nursery, Inc., St. Louis.

FORMERLY operator of the King Midas Nurseries, South Haven, Mich., Louis Meitus has moved to 601 Comstock street, Los Angeles, Calif., and has taken out a California seller's permit to do business there as King Midas Nurseries.

MALONEY'S FRUIT TREES INSPECTED FOR TRUENESS-TO-NAME.

We offer for Fall, 1948, and Spring, 1949.

One and two-year **Std. Apple.**
One and two-year **Std. Pear.**
One and two-year **Sweet** and **Sour Cherry.**
Two-year **Plum.**

All inspected for trueness-to-name.

Two-year Shrubs, twice transplanted.
Evergreens—Ornamentals

Write for Surplus list.

MALONEY BROS. NURSERY CO., Inc.
Established 1884 **DANSVILLE, N. Y.**

ORNAMENTAL EVERGREENS

Liners and B&B

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BROWN DEER NURSERIES
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ORNAMENTALS

TREES SHRUBS EVERGREENS

Wholesale growers of a general assortment for the best landscape plantings.

BRYANT'S NURSERIES
Princeton, Illinois

Kansas Outings

KANSAS CITY PICNIC.

The annual picnic of the Kansas City Nurserymen's Association was held the evening of July 8 at private picnic grounds on beautiful Lake Quivira near Holliday, Kan. Forty-five persons, including members and their families, were present to enjoy the delicious fried chicken.

Since the meeting was purely social, no business was conducted. President John Tonkin, Shawnee Nurseries, Shawnee, Kan., extended greetings to the group and read an invitation from the Willis Nursery Co., Ottawa, Kan., asking the members to hold their September meeting at Ottawa as guests of the firm. J. J.

KANSAS LANDSCAPE MEN HOLD SUMMER MEETING.

Approximately fifty persons attended the annual summer meeting of the Association of Kansas Landscape Architects, which was held June 20 at the home of Miles George, Wichita, Kan., secretary-treasurer of the association. A picnic dinner was served at noon.

An announcement was made of the selection of Ralph Ricklefs, Jr., as the most outstanding student in landscape gardening at Kansas State College. Mr. Ricklefs, who is the son of Ralph Ricklefs, Kansas Landscape & Nursery Co., Salina, Kan., will have his name engraved on a plaque that will be displayed in Horticultural hall on the college campus, and he will be presented with an honor key.

The award was sponsored by the Association of Kansas Landscape Architects and will be an annual event.

A tour of the Wichita park system concluded the program. J. J.

KANSAS FIELD DAY.

More than 100 nurserymen and horticulturists attended the horticultural field day June 14 at Manhattan, Kan., which was sponsored by the department of horticulture of Kansas State College. Under the direction of Dr. William F. Pickett, head of the department, and his staff, an extremely successful program was presented.

Visitors assembled in the morning at the Horticultural building and were conducted in small groups through the greenhouses to inspect the experimental work in vegetable culture and in plant propagation, which is under the direction of Prof. Ray Keen. The visitors then assembled for a tour of the arboretum, trial gardens and formal gardens, conducted by L. R. Quinlan, professor of landscape gardening.

Following luncheon in the college cafeteria, Dr. O. H. Elmer, plant pathologist, reported on his trip to Wisconsin and Michigan to study virus diseases of stone fruits. He was accompanied on his trip by R. C. Yapp and L. A. Calkins, assistant entomologists engaged in nursery inspection work.

Later, the visitors were driven to the horticultural farm several miles south of Manhattan, where a program including a demonstration of various types of spraying and dusting equipment and a round-table discussion of the newer fungicides and insecticides was presented.

The remaining portion of the afternoon was devoted to a tour of the trail, vineyards and orchards. Many varieties of grapes showed promise; the cherry orchard was so laden with ripe fruit that it was difficult to urge the visitors to continue to the adjoining peach orchard, which was bearing a good crop. In the apple orchard demonstrations were made of various types of pruning intended to achieve specific results.

Dr. George A. Filinger showed the visitors the results of budding and grafting apples on the various Malling understocks. The effects of grafting apples on the Clark dwarfing stock, introduced by the late Prof. Tom Maney, of Iowa State College, were also shown. Dr. Filinger is making selections of additional apple understocks, including some with dwarfing effects. J. J.

SOUTHWESTERN NOTES.

Laura E. Zink, owner of the Hermosa Nurseries & Floral Co., Durango, Colo., has sold the nurseries and greenhouses to her son, Leonard E. Zink.

Charles R. Nelson & Son, McPherson, Kan., are moving their nursery to a new location at the northeastern edge of the city, where they will erect a greenhouse purchased from the Prairie Garden Nursery Co., McPherson. Although this is the firm's first year in business, Mr. Nelson reports that he has had all the sales he could accommodate.

Mr. and Mrs. Evert Asjes, Rose Hill Flower Garden, Kansas City, Mo., recently drove to New York city with their daughter Katrina, who embarked for a visit in Holland. Mr. and Mrs. Asjes are both natives of Holland.

Evert Asjes, Jr., and his wife and two young sons made a vacation motor trip to Yellowstone National

TAXUS

Excellent Stock

With **J. B. certificate;** in carload or truckload lots.

TAXUS capitata, 2 to 6 ft.
TAXUS cuspidata, 1½ to 4 ft.

TAXUS hicksi and **hatfieldi,** 2 to 4 ft.

TAXUS nana and **intermedia,** 1 to 3 ft.

Also large

TAXUS liners, 3-yr. and up, 1 to 2 ft.

BULK'S NURSERIES, INC.
Babylon, L. I., N. Y.

FIFTIETH ANNIVERSARY

1898 *1948*

BOBBINK & ATKINS

We express our appreciation to all our old friends and customers, who, by their patronage over the years, have enabled us to celebrate our Golden Anniversary.

We are still headquarters for

TAXUS
PERENNIALS
RHODODENDRONS
VINES
AZALEAS
ROSES
EVERGREENS
UNUSUAL NURSERY ITEMS

and hope to serve you for another fifty years.

BOBBINK & ATKINS
588 Paterson Ave.
EAST RUTHERFORD, N. J.

The following list of Lining-out Stock
is available either for fall, 1948, or spring, 1949, shipment:

P indicates 1 yr. from 2¼-in. pots. T indicates once transplanted, 1 yr. in field.
TT indicates twice transplanted, 2 yrs. in field.

	Each per 100	Each per 1000
Azalea mollis, 4 to 6 ins., T	$0.18	$0.16
Azalea mollis, 6 to 10 ins., TT	.27	.25
Azalea mollis, 10 to 12 ins., TT	.40	.35
Buxus sempervirens, 6 to 8 ins., TT	.25	.22
Ilex glabra, 12 to 15 ins., TT	.35	.32
Ret. pisifera aurea, 6 to 8 ins., P	.18	...
Ret. p. filifera aurea, 6 to 8 ins., P	.18	.16
Ret. p. plumosa aurea, 6 to 8 ins., P	.18	.16
Ret. p. plumosa aurea, 9 to 12 ins., TT	.22	.20
Taxus adamsi, 8 to 10 ins., P	.25	.22
Taxus bac. repandens, 6 to 8 ins., P	.25	.22
Taxus bac. repandens, 8 to 12 ins., TT	.35	.32
Taxus bac. washingtoni, 6 to 8 ins., P	.25	.22
Taxus cuspidata, 8 to 10 ins., P	.22	.20
Taxus cuspidata, 8 to 12 ins., TT	.35	.32
Taxus cusp. capitata, 8 to 10 ins., P, (cuttings)	.22	.20
Taxus cusp. capitata, 8 to 12 ins., TT	.35	.32
Taxus cusp. capitata, 12 to 15 ins., TT	.40	.35
Taxus intermedia, 8 to 10 ins., P	.25	.22
Taxus cusp. Kallay vase, 6 to 8 ins., P	$0.25	$0.22
Taxus cusp. nana brevifolia, 6 to 8 ins., P	.25	.22
Taxus media andersoni, 8 to 10 ins., P	.25	.22
Taxus media andersoni, 8 to 10 ins., TT	.35	.32
Taxus media browni, 6 to 8 ins., P	.25	.22
Taxus media browni, 6 to 10 ins., T	.30	.27
Taxus media hatfieldi, 8 to 10 ins., P	.25	.22
Taxus media hicksi, 8 to 10 ins., P	.22	.20
Taxus media hicksi, 9 to 12 ins., TT	.32	.30
Taxus media hicksi improved, 6 to 8 ins., P	.25	.22
Thuja occ. compacta, 6 to 8 ins., P	.18	.16
Thuja occ. elegantissima, 6 to 8 ins., P	.18	.16
Thuja occ. globosa, 6 to 8 ins., P	.18	.16
Thuja occ. hoveyi, 6 to 8 ins., P	.18	.16
Thuja occ. pyramidalis, 8 to 10 ins., P	.18	.16
Thuja occ. wareana, 6 to 8 ins., P	.18	.16
Thuja oc. woodwardi, 6 to 8 ins., P	.18	.16
Thuja occ. woodwardi, 6 to 8 ins., T	.22	.20

Polygonum auberti,
2-yr., No. 1, per 100, $17.50; per 1000, $150.00.
A large quantity of finished stock also available.
Let us quote on your requirements.

THE KALLAY BROS. CO. PAINESVILLE, OHIO

park. They were away about two weeks.

As in former years, Ross Minich, R. G. Minich Nurseries, Overland Park, Kan., is spending the remainder of the summer in the mountains in Colorado. J. J.

COVER ILLUSTRATION.

Chionanthus Retusus.

The native white fringe tree, Chionanthus virginicus, is a fairly well known large shrub or small tree. Less known and little planted at present is the Chinese fringe tree, Chionanthus retusus. The Asiatic species is little more than half the size of our native species, usually measuring less than twelve or fifteen feet high, with spreading branches less stout than those of Chionanthus virginicus.

The leaves of the Asiatic species present a bold effect even though they are only about half the size of those of the white fringe tree. The leaves of the introduced species are elliptic-ovate to elliptic-oblong, about two or three inches long, dark green above and somewhat lighter beneath. The leaves are essentially entire and are borne opposite on the branches.

The outstanding feature of the fringe trees is the beautiful flowers, which are produced in loose panicles from lateral buds borne near the end of the past year's growth. The showy white flowers are at their best in the territory around Columbus, O., about the last week of May or the first week

ROSES

WHOLESALE ONLY

2-year, field-grown

Four Generations Growing America's Finest Roses.

CARL SHAMBURGER NURSERY
TYLER, TEXAS

CERTIFIED BLUEBERRY PLANTS

1-year Rooted Cuttings, 2 and 3-year Nursery Plants, all varieties.

Propagated from stock taken from our own productive farms.

Guaranteed True to Name.

SEND for RIGHT WHOLESALE PRICES.

GALLETTA BROTHERS'
BLUEBERRY FARMS
HAMMONTON, NEW JERSEY

EVERGREENS
Seedlings and Transplants
For Fall, 1948—Spring, 1949
Write for price list.
SUNCREST EVERGREEN NURSERIES
JOHNSTOWN, PA.

EVERGREEN LINERS
Taxus, many varieties.
Potted liners.
Ask for our latest price list.
HEASLEY'S NURSERIES
Freeport Road, Butler, Pa.

BOOKS ON LANDSCAPE SUBJECTS

LANDSCAPING MASTER UNITS, by John Surtees. 2 books. (Each, **$3.00;** both for **$6.00).**

Textbooks of costs of landscaping. Series 2, 70 pages, covers loosening soils, delivery, planting, excavation, digging, lawns, grading, maintenance, overhead and profit. Series 3, 91 pages, covers large tree moving, cemetery plots, hedges, street tree planting, soils, drainage, waste and bank erosion.

NEW DESIGNS FOR SMALL PROPERTIES, by M. E. Bottomley ($3.75).

Each type of design—the formal, informal, odd lots and modern—treated separately and illustrated with typical layout plans, adapted to small property limitations. Also, chapters on garden design and planting composition.

PLANTING DESIGN, by Florence Bell Robinson ($3.00).

The most up-to-date book of its kind. A practical discussion of the various factors of design and their application, such as color and its use, texture, art of design, groupings and arrangements; ecological factors, such as soil, climate, light and drainage; designing plantings around buildings and public plantings.

HOW TO LANDSCAPE YOUR GROUNDS, by Loyal R. Johnson ($3.00).

Discusses the steps taken by the small property owner in planting his grounds, including the architectural features, walks and drives, lawn, trees and shrubs and various types of gardens. Select lists of plants for various purposes are included. The important feature of the book is a series of planting plans and keys for different regions of the United States.

LANDSCAPING THE HOME GROUNDS, by L. W. Ramsey ($2.50).

Explains in simple terms how to develop the home grounds, including all elementary phases of landscape design and planting. Numerous pen sketches, charts and photographs clearly illustrate each point.

DESIGNS FOR OUTDOOR LIVING, by Margaret O. Goldsmith ($5.00).

Source book for landscape designers and homeowners. Explains how home property can be made comfortable and livable as well as attractive. Gives plans and suggestions for outdoor living rooms, entrances, recreational areas, outdoor dining areas, pools, etc. Illustrated with over 250 photographs and plans.

GARDEN PLANNING AND BUILDING, by Stuart Ortloff and Henry B. Raymore ($2.75).

Detailed directions for the homeowner on basic landscape design; lawn making; designing flower gardens, woodland and wild gardens, rock gardens, playground and game areas; the circulatory system, soil fertility.

These books and others on horticultural subjects are available at the publishers' price through the

AMERICAN NURSERYMAN

343 S. Dearborn St.
Chicago 4, Ill.

of June. The Asiatic species flowers a week to ten days later than the native species. The male plants are considered to be more showy in flower than the female plants, but of course, lack the fairly attractive fruit of the female plant. The large dark blue fruits ripen about the middle of September, but are not particularly effective in the landscape picture, since they are fairly well covered by the large leaves on the current year's growth.

A moderately acid, pH 5.5 to 6.0, moisture-retentive, sandy loam soil is to the liking of the fringe trees. Large specimens are not easily transplanted and should be moved with a ball of soil. They grow best in an open, sunny exposure. Propagation may be from seeds, by budding or grafting or by softwood cuttings from forced plants. Root cuttings are a possibility.

The Chinese fringe tree as well as the white fringe tree is best used as a lawn specimen on large lawns. The fringe trees are quite tolerant to smoky, city conditions. Considerable difference of opinion exists on the relative merits of the native and Asiatic species. The Asiatic species is perhaps the most profuse bloomer, and its smaller, more refined habit lends to its greater use. Both are slow growers.

L. C. C.

BEGIN DUSTING PROJECT IN LAKE COUNTY, OHIO.

Considerable interest has been aroused by the airplane dusting project to combat the Japanese beetle, which is again being conducted in the Lake county area of Ohio. Sponsored jointly by the Lake County Nurserymen's Association and the Ohio state department of agriculture, the first of the dusting applications was begun July 8, and by July 13 400 acres had been dusted with ten per cent DDT. It was not possible to cover more acreage during this period because the wind velocity was above the 15-mile per hour limit, which would not permit continuous dusting.

Much credit is due John W. Baringer, former resident of Painesville, O., who is now chief of the division of plant industry, Ohio department of agriculture, Columbus, for his personal supervision of this project. Mr. Baringer has spent a great deal of time directing and planning the program. Dr. Joseph Polivka, Ohio experiment station, Wooster, was also in the area making tests to discover the peak of the emergence of the beetles, which was determined as July 20.

Although a few Japanese beetles had emerged by July 14, Mr. Baringer

predicted that more would appear later. He explained that there is no definite way of measuring the effectiveness of the DDT dust. "We know it is effective as a killing agent, but it depends on our timing whether we clean up the infestation," he asserted. Mr. Baringer said that there were bound to be imperfections in the application and added that the DDT dust was "extremely toxic to flies, mosquitoes and other insects."

The second application was scheduled to take place between July 18 and 20, and a third application will follow sometime during the month of August.

The planes which are doing the dusting are owned and operated by the O'Neill Aero Farm Service Co., Barker, N. Y. John O'Neill is the chief pilot and is assisted by Robert Burns. Both men are veteran pilots and are experienced in farm crop dusting over large areas.

One-third of the cost of the beetle control program is defrayed by the Lake County Nurserymen's Association and two-thirds by the Ohio state department of agriculture. All parties contributing are extremely interested in combating the Japanese beetle and hope that the area will benefit by the program.

M. Sessler, Sec'y.

MARYLAND GROUP TAKES ACTION ON SALES TAX.

In a form letter sent to all nurserymen in Maryland, Edward L. Stock, Jr., secretary of the Maryland Nurserymen's Association, submitted a report of the recent activities of the association in connection with the Maryland sales tax on nursery stock. Definite progress is being made to settle the issue, and President J. H. Burton, Hyattsville, has been selected to test the validity of the law. Attorneys T. Howard Duckett and Ralph Shure, who are representing the association, believe that the nurserymen have an excellent chance of being exempted from the tax. At a hearing in June with the tax officials, testimony was given setting forth the status of the nurserymen, and briefs were presented by the association's lawyers. The case is scheduled to be heard in court this fall.

According to the association's attorneys, the notices regarding payment of a sales tax with the threat of a penalty if they are not paid immediately may be ignored for the present or until the entire question has been decided by the court. An arrangement has been made so that penalties will not be charged the nurserymen.

Fall is the ideal time for lawns to acquire Scotts LAWN PERFECTION

North, South, East or West . . . Fall is the best time to revive old lawns and especially to build new ones . . . Seed usually germinates in 6 to 8 days. And **Scotts** Seed and Turf Builder have an enviable nationwide reputation for developing thick, deep rooted, permanent grass which will not fold up under next summer's scorching sun. Plan now to use **Scotts** *Lawn Care* Products and the lawn around the plant or at home will have that velvety, sparkling green appearance which is admired by everyone. Available in most communities from Maine to California, or write direct concerning your requirements and ask for a FREE subscription to *Lawn Care*.

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Landscape Reports

As evidenced by reports from nurserymen doing a retail and landscape business, which appeared in the preceding issue, conditions this spring to some extent were similar to those encountered by the wholesale firms, whose reports appeared in the three preceding issues.

While some firms have reported a record volume of business or a volume equal to that of last year, other firms reported that business was off with individual sales smaller and customers more demanding and showing more interest in the expense. Excessive rains delayed operations in many sections, affecting cash-and-carry sales, and the late opening of the season in some regions resulted in a sudden rush of business, which some firms were unprepared to meet. The severe winter weather injured many evergreens and some shrubs and fruit trees, curtailing the supply of landscape material, and the marked increase in operating costs presented an additional problem.

Some additional reports from nurserymen doing a retail and landscape business appear below.

Jobs Smaller in New York.

Commenting upon the late season, Hewlett W. Lewis, Lewis & Valentine Nurseries, Inc., Greenvale, L. I., N. Y., reports that the volume of sales up to the present is ahead of last year, but the jobs are not so large. He writes:

"Our spring season began late this year; we really did not get started until April. The volume of sales to date has been a little ahead of last year, but the size of the jobs is smaller than last year. Our prices, both for landscape labor and plant material, were slightly higher than last fall, which may account for the increase in dollar volume.

"Help has been plentiful this spring. However, the quality of the additional help beyond our regular force was rather poor, which made close supervision necessary and revision in our estimating for landscape work, based on a less than normally efficient day's work. One reason for this situation is that unskilled laborers can go to builders in this section and receive a job for a wage rate from 50 cents to 65 cents higher per hour than we are paying.

"I believe that the extremely high cost of building or buying a house prevents a large proportion of homeowners from doing a major landscape job when they first occupy their new houses. The majority of people are putting up with the minimum amount of landscaping that is done by the builder, at least for the time being.

"Good varieties of landscape materials, in medium to large sizes, are scarce, and it is difficult to do a landscape planting without having to go to several sources for the material. In our nursery the snow damaged azaleas, Ilex glabra and Hicks' yews, and the rabbits injured some fruit trees and magnolias, but the total damage was not great."

Less Demand in Pennsylvania.

Wilbur I. Nisley, Walter, Nisley & Walter, Inc., Harrisburg, Pa., reports that only boxwoods were damaged by the winter weather and that business equaled that of last year, although demand was less and customers showed more concern for the items selected. He writes:

"Winter injury was restricted to boxwoods, particularly the suffruticosa variety.

"Our spring business was about equal to that of last year, although the demand was not so great, and customers did not give carte blanche orders, but were interested in the cost.

"Operating costs were higher, which increased volume without increasing profits. Also, it was difficult during the rush period to secure the right kind of help.

"The great amount of rain and cool weather during the planting season hindered the work and dampened the public's gardening interest. However, it extended the season and helped the newly planted lawns and shrubbery.

"The supply of nursery stock, seeds, sprays, materials and equipment seemed sufficient and more readily obtainable than during the past few years.

"We are moving our business a short distance from our former location, so that things have been a little abnormal the past few months."

Weather Bad in Tennessee.

While many reports from landscape nurserymen tell of a good season, Richard H. Jones, Jones Ornamental Nursery, Nashville, Tenn., says that he may sound like a pessimist compared to other nurserymen, but because of unusual weather since the first of the year, the nursery busi-

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Look!	*Look!* Per 100
5 to 6 ft., trans.	$ 20.00
6 to 8 ft., trans.	30.00
6 to 8 ft., ¾ to 1-in. cal.	60.00
10 to 12 ft., 1 to 1¼-in. cal.	75.00
12 to 14 ft., 1¼ to 1½-in. cal., well branched	150.00
14 to 16 ft., 1½ to 1¾-in. cal., well branched	200.00
16 to 18 ft., 1¾ to 2-in. cal., well branched	225.00
2 to 2¼-in. cal.	$3.00 each

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ness in his area has suffered. His comments, written early in July, follow:

"We have had the most consistently bad year in almost every respect that we have ever experienced. Beginning January 15 we had six weeks of snow and ice during which time we did not do any work of any kind. This is the first time that I can recall such a long period of inactivity in our section. Immediately following that we had incessant rains for a month or six weeks during which two or three days of work a week was about all we could accomplish. In the meantime the buds burst three or four weeks early so that our season was upon us and over with before we could get started. As a result we could not do the work that was already booked, we did not have time to sell new jobs and people could not work in their yards. So our cash-and-carry business failed, and our sales of self-planted stock were cut considerably. The cost of business has gone up about ten per cent over last year, and with our volume off twenty per cent, you can see that the squeeze is on.

"To shorten our season further we have not had any rain since the first week of April except for a few showers that barely settled the dust. Because of the type of business we do, our lining out must either be done in the fall or in the late spring. We started lining out plants, but found that the dry weather was going to continue, and so we stopped. Losses of our lining-out stock will be heavy even though we can do some watering.

"The McMinnville area had quite a drought, but it has been broken, and there have been good rains there the past two or three weeks. The Winchester area also suffered from drought. The losses in lining-out stock in all of this growing section have been heavy, and I understand that unless more rain comes June buds will be smaller in grade. Some nurserymen seem to think that the crop of June buds in the McMinnville area will be only one-fourth to one-third of last year's. There are also poor stands of apple grafts and practically no stands of pear grafts. These last statements are purely hearsay, as I have not had time to visit these areas.

"About ten days or two weeks ago we decided that we had to do some planting in spite of the dry weather and hard ground. Last week we planted several hundred dollars' worth of stock, and now we are having a heat wave. The past three days the temperature has been over 100 degrees. You can imagine what that will do to recently transplanted stock, especially trees."

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IRISES • DAY LILIES
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SOUTHERN ORNAMENTAL HORTICULTURISTS MEET.

Mississippi State College was host June 18 and 19 to fifteen ornamental horticulturists representing nine institutions and eight southern states and the United States Department of Agriculture. The discussions during the 2-day conference centered on problems pertinent to the ornamental horticultural industries of the south.

Among the subjects discussed at the conference were "The Present Status and Outlook for the Development of Ornamental Horticulture at My Institution and in My State," "The Facilities Needed for Teaching Ornamental Horticulture, the Curriculum," "Meeting the Practical Training Requirements" and "The Content and Extent of Service Courses Offered for General Students."

Almost everyone present took part in a round-table discussion of research problems in greatest need of attention with reference to nursery and greenhouse crops, flowers to be grown under southern forcing structures, problems adapted to cooperative efforts and research methods adapted to ornamental problems.

State associations and their activities were discussed with reference to informational releases, short courses and convention programs. The type of extension program needed in the south was also discussed.

At a dinner meeting Friday night, a committee consisting of Prof. E. W. McElwee, Mississippi State College, chairman; Prof. A. F. DeWerth, Texas A. and M. College, and Prof. Henry P. Orr, Alabama Polytechnic Institute, was appointed to submit at the next meeting of the southern section of the American Society of Horticultural Science an outline for a cooperative, regional project for the consideration of the group. It was brought out in the round-table discussion that the nine institutions represented at the meeting had a total of only four research workers on ornamental problems.

Several of those persons present expressed the opinion that this conference laid the groundwork for better cooperation among southern institutions on research problems, student training and student exchange and that the meeting should be held annually with the southern section of the American Society for Horticultural Science.

Among the horticulturists who attended the meeting were Henry P. Orr, assistant professor of horticulture, Alabama Polytechnic Institute, Auburn; James Franklin, instructor in horticulture, Alabama Polytechnic Institute, Auburn; John V. Watkins, assistant professor of horticulture, University of Florida, Gainesville; Roy A. Bowden, floriculturist, department of horticulture, University of Georgia, Athens; H. K. Riley, head of the department of plant industry, Southwestern Louisiana Institute, Lafayette; R. H. Hanchey, department of horticulture, Louisiana State University, Baton Rouge; Dr. R. S. Reich, assistant professor of horticulture, Louisiana State University, Baton Rouge; F. S. Batson, professor of ornamental horticulture, Mississippi State College, State College; J. H. Dale, assistant horticul-

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Ilex cornuta (Chinese Horned Holly), PS	.17	Magnolia grandiflora, PS	.15
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Ashford Juniper, PC	$0.12	Tamariscifolia Juniper, PC	$0.15
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BLIGHT-RESISTANT

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	Per 100	Per 1000
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AZALEAS - CAMELLIAS
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turist, Mississippi State College, State College; E. W. McElwee, professor of floriculture, Mississippi State College, State College; Robert P. Ealy, assistant professor of horticulture, Oklahoma A. and M. College, Stillwater; Fred C. Galle, instructor in horticulture, University of Tennessee, Knoxville; A. F. DeWerth, associate professor of landscape art, Texas A. and M. College, College Station; Dr. D. L. Gill, associate pathologist, United States Department of Agriculture, field laboratory, Spring Hill, Ala., and W. S. Anderson, head of the department of horticulture, Mississippi State College, State College.
E. W. McElwee.

JOIN MOUNT ARBOR.

Harley J. Deems, and O. Lindsay Clarkson have joined the sales force of Mount Arbor Nurseries, Shenandoah, Ia. Mr. Deems will represent the firm in Wisconsin, Minnesota and northern Illinois, and Mr. Clarkson will cover the eastern section of the country consisting of New England, New York, New Jersey and central and eastern Pennsylvania.

Mr. Deems has been in the nursery business for most of his life. Until last month he was associated with the Sherman Nursery Co., Charles City, Ia., as vice-president, having joined the firm about 1938 as manager. Prior to that he was with Lake's Shenandoah Nurseries, Shenandoah, Ia.

Mr. Clarkson for several years represented Lovett's Nursery, Inc., Little Silver, N. J., in the east and since the war has been engaged in sales activities in another field.

CATALOGS RECEIVED.

Edward Auten, Jr., Princeville, Ill.—Wholesale trade list of peonies, lilies and hemerocallises, one page, 8½x14 inches. Also retail list with descriptions of varieties, 16 pages, 4x9 inches.

J. Blaauw & Co., Boskoop, Holland.—Wholesale price list of plants, trees and shrubs, 52 pages, 6⅛x9½ inches.

Brouwer's Nurseries, New London, Conn.—Wholesale list of lining-out stock and landscape stock, 2 pages, 8½x14 inches.

Doty & Doerner, Inc., Portland, Ore.—Wholesale price list of trees, shrubs and plants, 19 pages and cover, 8½x10¾ inches.

Guldemond & Co., Boskoop, Holland.—Wholesale price list of shrubs and trees, roses, fruits and perennials, 32 pages and cover, 4⅛x9⅛ inches.

A. McGill & Son, Fairview, Ore.—Wholesale price list of fruit trees, shade and ornamental trees and shrubs, 8 pages, 4x8¾ inches.

Mount Arbor Nurseries, Shenandoah, Ia.—Wholesale list of roses, peonies, poppies, irises, hemerocallises, lilies and fruit tree stocks, 24 pages, 6x9 inches.

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OBITUARY

Frederick H. Howard.

Frederick H. Howard, internationally known rose grower and president of Howard & Smith, Inc., Montebello, Calif., died July 15 at his home at Montebello. He was 73 years old.

Born in an adobe house at Los Angeles, Calif., Mr. Howard became interested in horticulture at an early age. He learned a great deal from his aunt, who specialized in the growing of orchids and rare flowers, and from the age of 15 he devoted much of his time to experiments with new varieties of flowers. He was educated at St. Vincent's College, the predecessor of Loyola University of Los Angeles.

About 1900 Mr. Howard moved his nursery to Montebello, Calif., and, in partnership with the late George W. Smith, specialized in the experimental hybridization of roses. Years of constant experimentation produced such prize-winning varieties as Los Angeles, California, Lolita Armour, Mrs. E. P. Thom, Mrs. Lovell Swisher and The Doctor. Mr. Howard also introduced valuable improvements in amaryllises and clivias.

Mr. Howard gained world-wide recognition in 1916 when his Los Angeles rose received the coveted Bagatelle international gold medal at Paris. This medal had never before been awarded to a non-Continental. Mr. Howard won the award again in 1921 with his Lolita Armour rose. Among his other trophies was the famed Cory cup, awarded each year by the Royal Horticultural Society of Great Britain.

At the Howard Gardens at Puente, Calif., more than 1,000,000 roses are grown out of doors. Howard & Smith, Inc., is one of the biggest wholesale flower shippers in the world. Roses developed by Mr. Howard are represented in gardens all over the world.

Surviving are his widow, Mrs. Minnie Jones Howard, and three brothers, Paul J., Edward and Arthur Howard, all well known in the field of horticulture.

Ross Walter Guernsey.

Ross Walter Guernsey, president of the F. A. Guernsey Co., Inc., Schoharie Nurseries, Schoharie, N. Y., died suddenly June 26 after suffering a heart attack. He was 49 years old.

Mr. Guernsey's firm is a member of the New York State Nurserymen's Association and of the American Association of Nurserymen. He was a member of the Rotary Club at Schoharie and of Phi Delta Theta fraternity.

Survivors include his widow, Mrs. Marion Kelsey Guernsey; two sons, Ross W. Guernsey, Jr., and Floyd A. Guernsey II; one daughter, Nancy Guernsey; his mother, Mrs. Floyd A. Guernsey; two sisters, and one brother.

Otto P. Grumbach.

Otto P. Grumbach, 73, owner of Otto Grumbach's Nursery, Hempstead, L. I., N. Y., died July 1 at his home.

Born at Leipzig, Germany, Mr. Grumbach came to New York city at the age of 17 and soon after settled at Ozone Park, Jamaica, N. Y. He had resided for the past ten years at his nursery at Hempstead, which he purchased twenty-five years ago when he lived at Bellerose, Jamaica, N. Y. Before starting his own business at Hempstead, Mr. Grumbach was associated with a nursery at Middle Village.

An infantryman in the Spanish-American war, Mr. Grumbach belonged to the Spanish-American War Veterans' Association. He was a member of the Jamaica lodge of Masons, the Woodhaven lodge of Odd Fellows and the Hempstead Elks' lodge. He was a Masonic Shriner and belonged to the Blue order of Masons. Mr. Grumbach's firm holds a membership in the New York State Nurserymen's Association and the Long Island Nurserymen's Association.

Surviving are his widow, Mrs. Amelia Grumbach; three sons, William Paul, Otto E. and Bernard; a daughter, Minna; a brother, Frank, and a sister, Mrs. Minna Marchall.

Edwin C. Pomeroy.

Edwin C. Pomeroy, nurseryman and noted tree expert of New Milford, Conn., died July 3 following a brief illness. He was 70 years old.

Born at Lockport, N. Y., November 27, 1877, he attended Lockport Union school and Union College, Schenectady, N. Y. At the completion

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ROSES
FRUIT TREES and STOCKS
ORNAMENTAL and FOREST PLANTS
LINING-OUT TREES and SHRUBS
EVERGREENS
Price list on application.

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Reliable firm for general Nursery Stock and Belgian plants.
Catalog on application.

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Write for prices and information.
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58/1120 Nanking Road (W), Shanghai 9, China

of his college career he entered the brokerage business at New York city for a time. However, a love of trees caused him to enter the evergreen nursery business, in which he was engaged until his retirement three years ago. Widely known for his knowledge of trees, Mr. Pomeroy was credited with developing the English walnut tree in western New York.

Surviving are his widow, Mrs. Alice M. Pomeroy; two sons, Allen Fuller Pomeroy, Bernardsville, N. J., and Edwin C., Jr., Maplewood, N. J.; three daughters, Amelia, Maplewood, N. J.; Mrs. David W. Allen, Torrington, Conn., and Alice, New Milford, Conn., and five grandchildren.

Charles F. Cunningham.

Charles F. Cunningham, of the Ramsbottom Landscape Co., Dallas, Tex., died July 8 of a heart attack in the office of the firm. One of three brothers who had owned the Cunningham Nursery, Fort Worth, Tex., Mr. Cunningham sold his interest in the firm when he joined the Ramsbottom Landscape Co.

Surviving are a brother, H. L. Cunningham, and a sister, Mrs. Henry Martin, both of Fort Worth.

Robert B. Pring.

Robert Bradford Pring, Pring Bros. Landscape Co., St. Louis, Mo., was killed in a plane crash July 16 at Kansas City, Mo.

At the time of his death his father, who is superintendent of the Missouri Botanical Garden, and his mother were visiting England.

Gene Giannulli.

Gene Giannulli, owner of the M. G. Nursery, North Hollywood, Calif., died June 26 following a brief illness. He was 49 years old. He had served as a director of the San Fernando Valley Nurserymen's Association.

Francis Traeger.

Francis Traeger, who operated the Feliciana Gardens, Mobile, Ill., died July 17 after a long illness. He had not been active in business for the past decade. About 70 years old, Mr. Traeger left no immediate family.

TIEDEMAN'S ROSE GARDENS have been established by Ernest C. Tiedeman at 2581 Morse road, Columbus 11, O.

JIM UHLMANN, son of Felix Uhlmann, who operates a landscape service at Columbus, Neb., will play the clarinet in the Kramer High School band, of Columbus, when it performs August 14 at Soldier field, Chicago.

WE OFFER FOR FALL SHIPMENT

	Per 10	Per 100
Abelia Grandiflora. Glossy Abelia. 2 to 3 ft., bare root	$ 4.00	$ 35.00
Azalea Calendulacea. Flame Azalea. 2 to 3 ft., bare root	5.00	40.00
Buddleia Magnifica. Butterfly Bush. 2 to 3 ft., bare root	4.00	35.00
Cornus Rubra. Pink-flowering Dogwood. 2 to 3 ft., bare root	15.00	130.00
Comptonia Asplenifolia. Sweet Fern. 2 to 2½ ft., bare root	2.00	12.00
Ilex Opaca. American Holly. 12 to 18 ins., bare root	2.00	12.00
Juniperus Virginiana. Red Cedar. 12 to 18 ins., bare root	1.00	9.00
Kerria Japonica. 18 to 24 ins., tr.	4.00	35.00
Weigela Hendersoni, dark pink. 2 to 3 ft., 2-yr., tr.	1.50	12.50
Weigela Nana Variegata, Variegated leaf. 18 to 24 ins., 2-yr.	2.00	15.00

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SUPERIOR CHAPTER TOLD OF STATE CONVENTION.

Plans for the state convention of the California Association of Nurserymen, to be held September 14 to 16 at Sacramento, were discussed at the monthly dinner meeting of the Superior chapter June 16 in the Fiesta room of the El Rancho, Sacramento.

President Eugene Armstrong, Capital Nursery Co., Sacramento, presided over the meeting, which was attended by fifty-one members and guests.

Following the dinner, President Armstrong called on Don Wiese, Donner Nursery, Sacramento, program chairman for the evening, who introduced the guest speakers.

Eugene Kenefick, secretary-manager of the fifty-second district fair, formerly called the Sacramento county fair and better known as Galt fair, told of plans for this year's fair, which was held July 17 to 24. He invited the members to enter exhibits in the competition class for nurserymen.

Mrs. Katherine Giorgi, secretary to Mr. Kenefick and in charge of horticultural and garden exhibits, was introduced.

Ira Sheppard, supervising groundsman, California state fair, discussed the floriculture and nursery exhibits to be entered in the state fair at Sacramento in September and also gave an interesting discussion of the problems connected with landscaping the fairgrounds. He stated that the work at present is approximately two weeks behind schedule because of the lateness of the season, but that no trouble is anticipated in having the grounds ready when the fair opens.

Warner L. Marsh, landscape architect at Sacramento, was then introduced, and he discussed the problems of arranging and constructing the exhibits for the nurserymen at the state fair. He showed a film of the nursery exhibits at last year's state fair.

Special thanks were expressed to A. E. Morrison, agricultural commissioner of Sacramento county, who showed films of exhibits at the 1947 state fair and at the Galt fair, which were enjoyed by everyone.

Musical entertainment was provided by Miss Ruth Flournoy, whistler, accompanied by Miss Leanore Kasparian at the piano.

Following the program, Don Wiese discussed the convention of the California Association of Nurserymen September 14 to 16 at Sacramento immediately following the state fair. He reported that arrangements have been made for a full program of entertainment, including golf and bowling tournaments and a field trip to the horticulture department of the University of California at Davis. He also stated that September 12, the last day of the state fair, has been designated as nursery day, and he urged that the nurserymen attend.

A meeting of the directors of the California Association of Nurserymen will be held Monday, September 13.

Louis LeValley, Sec'y.

NEW CENTINELA CHAPTER OF CALIFORNIA ASSOCIATION.

T. A. Sand, president of the California Association of Nurserymen, presented a charter of membership in the state association to the eighteen members of the newly formed Centinela Valley chapter at a meeting June 21.

Stanley Spaulding, Westchester Nursery, Los Angeles, was elected president of the new group. Serving with him are Jack Mather, Mather's Wholesale Growers, Redondo Beach, vice-president; Clinton Peterson, Peterson Bros., Inglewood, secretary,

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Following the presentation of the charter, Jack Bowman, Palos Verde Begonia Farm, Walteria, discussed the growing of tuberous begonias, illustrating his talk with colored slides. Another member, Bob Warner, R. T. Warner Co., Manhattan Beach, exhibited specimen spikes of delphinium while telling of new developments in hybrid species.

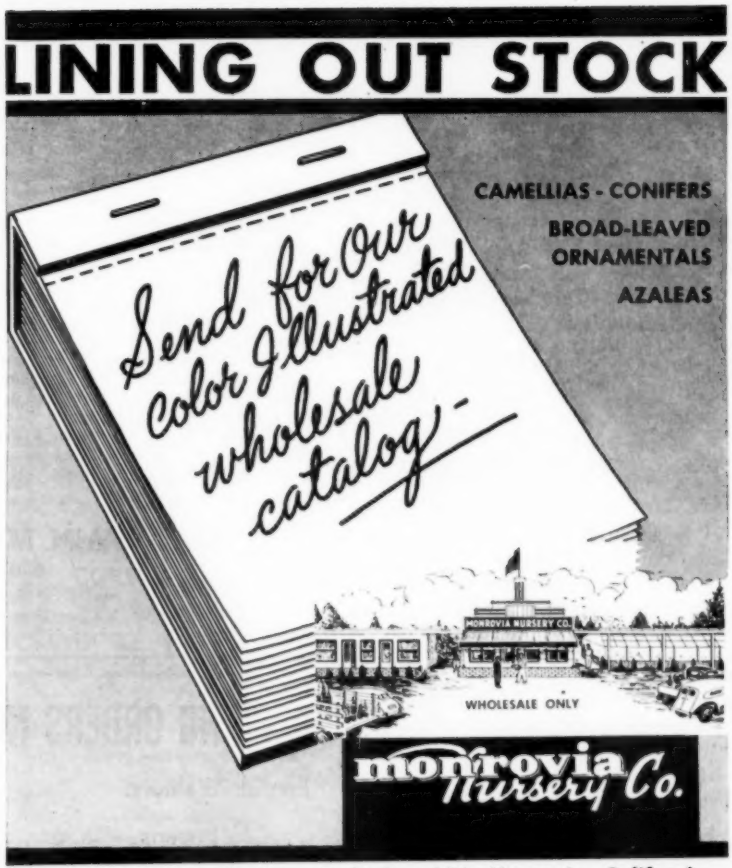
Meetings of the Centinela Valley chapter are held the third Monday of each month at the Elks' Clubhouse, Inglewood, with dinner at 8 p. m. The chapter draws its members from southwest Los Angeles, Inglewood, El Segundo, Ladera Park, Westchester, Manhattan Beach, Redondo Beach, Walteria, Torrance, Gardena, Lomita and Hawthorne.

CENTRAL CALIFORNIANS DISCUSS ACTIVITIES.

Summer vacations caused a marked drop in attendance at the July meeting of the Central California Nurserymen's Association, which was held at Rickey's restaurant at Palo Alto.

After an excellent dinner, President Frank James, E. James Nursery, Oakland, asked for a report from the group at Oakland which has been holding occasional meetings to consider matters of concern to nurserymen of the east bay area. According to Herman Sandkuhle, Sunset Nursery Co., Oakland, who reported for the group, the meetings have proved valuable and the practice of closing nurseries one day each week has become almost universal in the east bay area. Members of the group initiated the program by agreeing to close their firms on Thursday. Since that time, other nurseries which are not members of the association and were not solicited to close on that day have chosen to close. Prices have also been stabilized in the area by an educational program inaugurated by members of the group. Studies have been made of the costs of operation, and the information derived from such studies has been circulated. As a result there has been less underpricing of nursery stock, and nonmembers are also cooperating with the program to price their stock at a fair level. Such progress prevents underselling with a resultant loss to the nursery operator and also tends to lessen overpricing with its accompanying bad effects. Other progressive measures are also being undertaken by the group.

Nurserymen who are located near San Jose in Santa Clara county have formed a similar educational group. While not all the members of this group are members of the state association or of the Central association, they are progressive nurserymen. The group's achievement in its campaign to correct the misinformation concerning the water shortage last spring has already been reported. Gordon Wallace, who has acted as secretary of the group, reported a new activity, which is being carried on in cooperation with radio station KXEX, San Jose. Every day from 9 to 9:15 a. m. the station offers a garden program, for which the nurserymen provide speakers. While no reference is made to any individual nursery, these talks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boost home plantings in general and discuss timely topics of local home gardening interest. Another feature of this program is the question box. Listeners are invited to send questions on garden problems to the radio station or to leave them in writing at any nursery in the area. At weekly intervals a committee of nurserymen prepares answers to these questions, which are given throughout the week on the program.

Handling local problems in such a manner as these two groups are doing was considered by the members attending the meeting to be of real value to the trade as a whole and to be of great benefit to those nurserymen who are thus able to disregard purely personal and temporary advantages for the good of all and the entire nursery industry in particular.

A guest at the meeting was Ferd Shide, who is well known to nurserymen who have attended the state convention. Mr. Shide, who is primarily a sales executive, was formerly associated with a department store at Sacramento, before accepting his present position with the Lyons Furniture Co., San Jose. His hobby is growing rare camellias.

Matt Mulholand, manager of the Walnut Creek branch of the McDonnell Nursery, Oakland, was introduced as a new member of the association.

The next meeting of the association will be the annual picnic, one of the two meetings each year which the ladies attend and the only meeting at which the younger generation is conspicuous. The picnic will be held August 12 at the Linda Vista park at Mission San Jose. Members bring their own food, and the association provides coffee and soft drinks. W. B. B.

TRI-COUNTY MEETING.

Members of the Tri-County chapter of the California Association of Nurserymen held their monthly meeting June 25 at the Pierpont Inn, Ventura.

Following dinner, President L. T. Clearwater, Valley Nursery, Santa Paula, called the meeting to order, and the minutes of the previous meeting were read and approved.

A letter was read from Wilbur Howes, head of the department of ornamental horticulture of California Polytechnic College, San Luis Obispo, expressing his regret that the college was not represented at the meeting.

President Clearwater appointed a committee to nominate members for the office of president, vice-president, secretary, director and state director and to report at the next meeting. Members of the nominating committee are C. Mavro Warren, Piru; George Steelman, Steelman Nursery, Camarillo, and Robert Kallman, Kallman's Garden Nursery, Santa Barbara.

State Director C. Mavro Warren presented a report of the meeting of the directors of the state association at Oakland. He expressed his satisfaction with the work being done by Executive Secretary Elmer J. Merz.

The question of Japanese members was considered in an open discussion, and it was decided that nothing should be done until such a situation should arise in the local chapter.

Mr. Warren reported that the new application blanks for membership will bear the proposed code of ethics, which will be especially advantageous in the case of new applicants.

The state board of directors is seeking a fund of $500 to be used for advertising and publicity for the association.

Mr. Warren read a letter from Executive Secretary Merz asking for action on a program for research work to be presented to the colleges, and the following committee was appointed to make recommendations: Mr. Warren, citrus, chairman; Mr. Steelman, avocado, and B. T. Kallman, Kallman's Garden Nursery, Santa Barbara, and W. Knecht, Knecht's Gardens, Ventura, ornamentals.

Mrs. Warren entertained the group with an interesting talk on her trip to the Hawaiian islands.

The program chairman told of the cooperative buying plans being organized.

Clarence Mets, Mets Nursery, Ventura, speaking of future meetings, stated that he believed the members preferred group discussions of their individual business problems instead of programs on other commercial subjects.

H. B. Stribling, Sec'y.

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Azalea Ledifolia Alba, well branched and budded			.35		.55	.65	.75
Azalea Schlippenbachi, 3 and 4-yr. seedlings		$0.25	.35		.50		
Kalmia Latifolia, bushy 3-yr. seedlings			.35		.50	.75	1.00
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PLANT NOTES.

[Continued from page 26.]

experiments established to my own satisfaction the fact that the plant requires some acidity.

Propagation is from fresh seeds sown outdoors in autumn, from divisions and from root cuttings.

Phlox Culture.

An ex-serviceman who planted phloxes rather heavily last year complains of poor growth. I suspect his soil is the answer and reply to his inquiry as follows:

Notwithstanding the great popularity of the tall summer phloxes, one has to go a long way before he sees supremely well grown specimens. The usual practice, it seems, speaking from the standpoint of both the gardener and the nurseryman, is to choose a prominent place, one where the plant's inherent beauty and showiness will not escape notice, regardless of the fertility and physical character of the soil. We could well take a hint from nature in that respect, for there we find the best specimens growing in rich woodsy loam, not so full of clay as to be classed with the heavies, nor so light with sand as to be below the loamy level. That is the ideal, of course, but the plant is so accommodating, especially since it became acquainted with garden ways, that it will adapt itself to a wide range of conditions and still give fairly good results. For best results, however, one should have the soil deep, well drained, and rich in vegetable matter. Nor should one follow nature too slavishly in the choice of location if he expects to keep his plants free from foliage ailments, for they need good circulation of air around them. It is true, as the books tell us, that Phlox paniculata, one parent of our present garden varieties, is found naturally in eastern woods, but its garden progeny do best in full sun or light shade. Another factor, sometimes overlooked by gardeners, which is necessary for the production of perfect flowers on a perfect plant, is the presence of sufficient moisture at the roots from spring until autumn.

Phlox Divaricata Chattahoochee.

The mention of phlox reminded me that a prominent nurseryman in Connecticut wrote me some time ago that the most outstanding new hardy plant he had seen this year was Phlox divaricata Chattahoochee. It sent me scurrying to the catalog of the Mayfair Nurseries, Tulsa, Okla., which introduced the plant last year, where I found that it was collected some years ago on the banks of the Chat-

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tahoochee river by Mrs. Norman Henry. The description of foot-tall stems from evergreen mats, which are deep purple in winter, bearing heads of big lavender-blue flowers with crimson centers, will tell any Phlox divaricata admirer that the plant should go places when stock becomes plentiful.

Saxifraga Aizoon.

A reader in New York plans to add one or two saxifrages to his list each year for the next few years and asks for a list of six incrusted kinds for a beginner in saxifrage culture and for some specific remarks on S. aizoon.

For the list I should recommend aizoon; cochlearis, perhaps in variety minor; cotyledon in variety pyramidalis; lingulata, in any available form; longifolia, and valdensis.

In any grouping of saxifrages, S. aizoon can hold a place. It is found in some form in the alpine and boreal regions of Asia and Europe, wandering though the arctic country into North America and thence southward to New England and the Rocky mountains. Among the incrusted saxifrages are the most easily cultivated ones, and it is in that class that the beginner may look with confidence to his first successes. It is natural, of course, that a plant of so wide distribution as S. aizoon should vary as it has adapted itself to the different conditions into which it has wandered. In fact, variations in the species are so pronounced that we find Farrer, a close student of alpine flora, saying "My final conviction is that S. aizoon is a sort of Platonic Idea, an abstraction possibly existing in some supramortal state, but represented on earth only by innumerable varieties or partial manifestations of its sacred essence."

We could fill a garden with S. aizoon and its offspring and still have a lovely garden, and assembling the plants would involve little trouble, for they are of easy culture. Few, if any, of them should cause any trouble if they are given a well drained soil containing plenty of leaf mold and, if the climate is hot, some shade during the middle of the day. In this section we grow them on a level surface, but if one has a clay soil it would be well to give them a slope; so winter damp would not injure them. In the garden they are at home in a wall, preferably an eastward-facing one.

Saxifraga Caespitosa.

The same inquirer asks about Saxifraga caespitosa and the likelihood of success with it. This saxifrage in some form is found throughout most of the high places, including those of latitude as well as altitude, in northern Asia, northern Europe and northern America. The confusion which exists in ordinary saxifrage names is peaceful bliss compared to the pandemonium which reigns among the mossies, including S. decipiens, S. hypnoides and our present plant, S. caespitosa. The best advice that one could give is to grow as many kinds as possible from seeds, or in the absence of facilities for that venture, to visit a specialist and make personal selection of desirable kinds. Then reproduce them from cuttings.

Our present plant is one of the true mossies and is one of the easier of its class to keep satisfied in the garden. In the eastern states, it thrives best in part shade, as on the

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north side of a rock, on a north wall or in the shade of an open-headed tree, but not where it is exposed to the drip of overhanging branches. S. caespitosa requires a well drained soil and grows readily in a shaded frame. Most of the mossies vary so much and have intermarried so freely that it is useless to attempt any descriptions. Any that one can secure will likely be worth growing. They are easily grown from cuttings.

CONVENTION NOTES.

[Concluded from page 18.]

and Mrs. E. L. Baker, Fort Worth, Tex., has been traveling in Europe. Following the convention Mrs. Baker went to New York to meet her daughter.

Peter Cascio, West Hartford, Conn., was accompanied by Peter, Jr. His daughter is on a trip to Mexico this summer with a group from Central Junior College, Hackettstown, N. J., where she graduated in June. In the autumn she will attend the University of Syracuse.

Wade Kumlien, son of Mr. and Mrs. L. L. Kumlien, Janesville, Wis., was married July 17 to Margaret Lamoreaux, and the couple are residing in a home on the nursery, where Wade will assist his father. He has been studying at Ohio State University. The bride is a graduate of the University of Wisconsin.

Paul C. Stark, Louisiana, Mo., has resigned as director of the food distribution programs branch of the production and marketing administration of the United States Department of Agriculture to devote more time to his own business affairs. He has been in government service since May, 1945. Although he is discontinuing his full-time service with the government, Mr. Stark will act as a consultant on food distribution.

The National Mail Order Nurserymen's Association will hold its annual meeting in 1949 early in August, instead of June as hitherto. This decision was reached at a called meeting of directors July 20 at Milwaukee. Plans were discussed for extending the membership to make the organization truly national in scope.

Max Quillen, son of Mr. and Mrs. E. M. Quillen, Waynesboro Nurseries, Inc., Waynesboro, Va., who has been doing postgraduate work on nursery storage problems at Ohio State University, has returned to Virginia and will serve as general superintendent of Waynesboro Nurseries, Inc.

ROY GOGAN has started a landscape nursery on five acres at Route 3, Box 575-A, Tacoma, Wash.

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Exmore, Va.

BERRY PLANTS

JUNE ROCKHILL STRAWBERRY.
Originated by the late Harlow Rockhill. Vigorous growth, fruit large, nonacid and very sweet. Really outstanding.
$5.50 per 100; $15.00 per 300, prepaid.
August shipment, prepaid.
W. A. BENTS NURSERIES
Fruit Specialist
Cresco, Iowa

ROCKHILL 24 (WAYZATA).
The very best everbearing Strawberries, true-to-name runner plants, doubly inspected. September or April delivery, $5.50 per 100 or $15.00 per 300, prepaid.
W. A. BENTS NURSERIES
Fruit Specialists
Cresco, Iowa

BULBS and TUBERS

For Fall Delivery Order Now
DUTCH and PACIFIC COAST BULBS
Finest forcing and outdoor varieties.
ALSO, special packaged TULIP, DAFFODIL, HYACINTH, CROCUS and Miscellaneous Bulbs, for timesaving sales, in sturdy, lithographed cartons with printed Planting Instructions. Various quantities per carton, from 6 to 100 bulbs per named and/or mixed variety.
For possible required additions in fall, we can serve you from stock.
NEAL BULB CO.
15-18 Ellis Ave. Fair Lawn, N. J.
WRITE for price list and information.

5000 IRIS—200 varieties, $70.00 per 1000; 3000 mixed, $20.00 per 1000. 500 fall bloomers, 30 varieties, 15c each. 500 Siberian, 9 varieties, 10c each; 3000 mixed, $7.50 per 100. 2000 Day Lilies, 15 varieties, 10c each. Our choice; labeled. H & E Daisies, 1½c each. Cash; F.O.B. nursery.
HILLVIEW GARDENS, Fort Madison, Iowa

IRIS SPECIAL—Strong stock for resale. Gold Standard, Crystal Beauty, Coppersmith, Black Wings. Fall Iris—Autumn Queen, E. Roosevelt, Jean Siret, Dwarf—Gramiles, Yellow Frills, Sound Money, Rose Mist.
$1.00 per 10. Cash with order.
HELMAN'S PERENNIAL GARDEN
West 8th St. Salem, Ohio

CAMELLIAS

CAMELLIAS
You save—when you buy CAMELLIAS FROM TORMEY'S because you get more growing performance, right from the time Tormey-grown Camellias reach you. Improved methods as developed by Tormey's produce the type of Camellia plants that make experienced buyers in all parts of the country become regular customers, year after year.
Wholesale growers and shippers of container-grown Camellias.
The Best from the Far West.
TORMEY'S, TEMPLE CITY, CALIF.

CAMELLIA CUTTINGS.
Your choice of most Standard varieties or mixed, labeled: Unrooted, $5.00 per 100, $35.00 per 1000. Rooted, $3.00 per dozen, $20.00 per 100, $150.00 per 1000.
Your choice of most Rare varieties or mixed, labeled: Unrooted, $10.00 per 100, $60.00 per 1000. Rooted, $6.00 per dozen, $45.00 per 100.
Immediate or future delivery. Check with order. Write for world's lowest prices on liners.
NATIONAL NURSERIES, Biloxi, Miss.

EVERGREENS

BERBERIS THUNBERGI LINERS

	Per 100	Per 1000
2-yr., br., 9 to 12 ins.	$ 5.00	$ 45.00
2-yr., br., 12 to 15 ins.	7.50	70.00

BERBERIS THUN. ATROPURPUREA LINERS

2-yr., br., 9 to 12 ins.	7.50	70.00
2-yr., 3 br. and up, 9 to 12 ins.	12.00	100.00
2-yr. sdlgs., 6 to 9 ins.	5.00	40.00

Delivery after September 1.
TWIN CEDAR NURSERY
Williamsburg, Mass.

TWO-YEAR SEEDLINGS

	Per 100	Per 1000
Scotch Pine	$3.25	$18.00
Mugho Pine	3.00	16.00
White Pine	3.00	16.00
Am. Red Pine	3.50	20.00
Red Cedar	4.00	24.00
Norway Spruce	3.00	16.00
Colo. Blue Spruce	3.50	20.00
Concolor Fir	8.00	50.00

Stock ordered at the 100 rate will be sent postpaid to the sixth zone. Delivery in fall or next spring. Complete list showing size of stock ready in August. Cash, please.
BRADEN NURSERY, South Windham, Me.
After Nov. 1 address
84 Salem St., Portland 4, Me.

LINING-OUT STOCK.
Very Best Quality.
Order now for delivery from now to October.

	2½-in. bands Per 100
Chamaecyparis 1, Ellwood	$15.00
Chamaecyparis 1, Scarab (allumi)	15.00
Juniperus sabina Tamarix	15.00
Taxus baccata Irish	18.00
Daphne cneorum	15.00

Send for our General Nursery Catalog.
RICH & SONS NURSERY
Route 4 Hillsboro, Ore.

EVERGREENS	Per 100	Per 1000
4300 Am. Pr. Arborvitae, 10 to 15 ins., XX, bushy	$18.00	$150.00
2100 Andorra Juniper, 9 to 12 ins., XX	18.00	150.00
27,000 Andorra Juniper, 6 to 9 ins., X	15.00	125.00
1300 Pfitzer Juniper, 8 to 10 ins., XX	19.00	180.00
900 Pfitzer and Hetzi Juniper, 12 to 15 ins., XXX	85.00	750.00

All are heavy field-grown, F.O.B. nursery, free packing. Fall delivery. Visitors invited.
WHERRY'S NURSERIES, St. Marys, W. Va.

LINING-OUT STOCK
FOR IMMEDIATE PLANTING.
2½-inch, pot-grown. Per 100
Taxus cuspidata, 6 ins., heavy $25.00
Taxus hicksi, 6 ins. 22.50
Thuja elegantissima, 6 to 8 ins., heavy 25.00
Thuja pyramidalis, 8 to 10 ins., heavy 25.00
Thuja pyramidalis, imp., 8 to 10 ins. 25.00
Thuja woodwardi, 6 to 8 ins., heavy 22.50
Orders accepted subject to prior sale.
2% discount for cash with order.
THE HOLLANDIA GARDENS
South Vienna, Ohio

2000 Colorado and Black Hills Spruce in sizes from 18 to 24 to 36 ins. 50 3-ft. and 50 4-ft. Douglas Fir, some Mugho Pine. 10 Pathfinder, 36 ins.; 200 Green Ash, 6 to 8 ft.; 100 Hackberry, 5 to 7 ft. Write us about Colorado Shiners.
FAIRMONT NURSERY
Fairmont, Minn.

DAPHNE ODORA MARGINATA ROSEA—from 2½-in. pots or bands, 30c each, 50 or more; 28c each, 500 or more. Crating free; cash with order.
R. P. RESSEL, Mulino, Ore.

GROUND COVERS

AJUGA GENEVENSIS, excellent evergreen ground cover, hardy, blossom resembles small delphinium, 6 ins. high, mass of blue in May, 2-year plants, $4.00 per 100.
LONGMEADOW NURSERIES
15 Parkside Longmeadow, Mass.

MYRTLE — 2-year-old, field-grown. Also can supply bunched Myrtle for fall planting.
CHARLES H. WEITZEL
940 E. 227th St. Bronx 66, N. Y.

HARDY PLANTS

PERENNIALS
New and Standard Kinds.
A most modern and complete selection.
New Wholesale List now ready.
Send for your Free Copy Now.
CARROLL GARDENS
Box 15 Westminster, Md.

Surplus Stock
can be easily and quickly turned into Cash
listing it in the
American Nurseryman Classified Ads.

SEEDS

SEEDS
Taxus Cuspidata
We offer new crop direct from Japan. Let us know the quantity you require.
AMERICAN BULB CO.
1335 W. Randolph St.
Chicago 7, Illinois

PEACH PITS for planting. Southern collected; high germination. Small, about 6000 seeds to a bushel, $3.50; medium, 5000 to a bushel, $3.00.
RIVERDALE NURSERIES, Riverdale, Ga.

PERENNIAL SEED SPECIALTIES—We save seeds of hundreds of kinds at our nurseries. Catalog on request.
REX D. PEARCE
Dept. N. Moorestown, N. J.

SHRUBS and TREES

	Per 100	Per 1000
Silver Maple		
18 to 24 ins., sdlgs.	$ 6.00	$ 40.00
2 to 3 ft., X	9.00	80.00
3 to 4 ft., X	12.00	90.00
Red Maple, 18 to 24 ins., sdlgs.	7.00	75.00
White Ash, Am., 2 to 3 ft., X	8.50	70.00
Tulip Tree, 2 to 3 ft., X	9.00	80.00
Lombardy Poplar, 2 to 3 ft., X	13.00	100.00
Lombardy Poplar, 3 to 4 ft., X	15.00	110.00
Golden Weeping Willow (lutea), 2 to 3 ft., X	15.00	125.00
Thurlow's Weeping Willow, 2 to 3 ft., X	14.00	115.00
Chinese Elm, br., 2 to 3 ft., X	10.00	85.00
Forsythia fortunei, tr., ctgs., 18 to 24 ins.	10.00	80.00
Spiraea vanhouttei, 18 to 24 ins., X	16.00	135.00
Weigela rosea, 18 to 24 ins., X	17.00	150.00

Fall delivery. Free packing. F.O.B. Nursery.
WHERRY'S NURSERIES, St. Marys, W. Va.

Forms for classified ads close Monday—two weeks before date of issue. Don't miss an issue by sending copy late!

SUPPLIES

PROPAGATING KITS FOR GROWERS
Again available for propagating benches in the following units complete with soil thermostat, pilot lamp, all-glass thermometer and long-life HEATSUM CABLE, the product of 13 yrs'. research in our greenhouses.

Unit	Sq. Ft. Heated	Wattage	Voltage	Length & No. units	Price
"A"	20	200	120	1— 60 ft.	$14.95
"B"	40	400	120	2— 60 ft.	18.85
"C"	60	600	120	3— 60 ft.	23.50
"D"	80	800	120	4— 60 ft.	27.65
"E"	150	1500	120	1— 500 ft.	32.70
"F"	300	3000	240	1—1000 ft.	52.50

For Stainless Steel instead of glass soil thermometer with any of the above kits, add $2.25.
Stainless Steel Soil Thermometer $4.75
All prices F.O.B. Seattle.
L. N. ROBERSON CO.
1539 East 103rd St. Seattle 55, Wash.

KNOCK-DOWN FLATS
Made from a good grade of Southern Yellow Pine, since Cypress is not available. Standard specifications, inside measurements.

16x12x2¾	$16.25 per 100
16x14x3¾	20.50 per 100
20x14x2¾	20.00 per 100
20x14x3¾	23.00 per 100
22¾x15x2¾	22.00 per 100
22¾x15x3¾	25.00 per 100

All other sizes quoted on request. Prices F.O.B. Birmingham.
We are manufacturers, not jobbers. Freight to any point is a small item per Flat. Our Flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.
HIGHTOWER BOX & TANK CO.
Birmingham, Ala.

MICHIGAN PEAT.
AMERICA'S TOP-QUALITY PEAT.
Gives results you can't beat. For 30 years the trade's favorite. Excellent for all plant life indoors or out. Unsurpassed for lawns too! Free from weed seeds, pH 4, bacterially active, available in fine, medium and coarse grinds. M. P. is reliable, economical, unequaled. COMPARE! SAVE MONEY! ORDER TODAY!

	Each
2 to 19 bags (4-bu. bags)	$1.65
20 to 99 bags (4-bu. bags)	1.50
100 to 300 bags (4 bu. bags)	1.40

F.O.B. Peat bogs, CAPAC, MICH. Low prices on carloads, truckloads, bags or bulk.
MICHIGAN PEAT, Inc.
267 Fifth Ave. New York 16, N. Y.

CANADIAN BALED PEAT.

Bales packed tight with long-lasting veneer on six sides, 12 or more bushels of quality peat moss to each bale. Suited to outside storage. Approximate weight, 100 lbs.

$3.80 per bale, or $3.65 per bale for 10 or more.

VERHALEN NURSERY CO.

1114 South Beckley
Dallas 8, Texas Scottsville, Texas
Phone: Winfield 9876 Phone: Marshall 4876

CAMOUFLAGE WIRE
For shading
Order now before it is gone.
Excellent for beds, lath houses, greenhouses, sales grounds, etc.
Rolls, 6 ft. wide by 75 ft. long. Consists of steel wool on welded wire fencing.
Prices F.O.B. Exmore, Va.

	Per roll
Up to 25 rolls	$6.00
25 to 50 rolls	5.50
50 to 100 rolls	5.00

Special quotations on larger quantities.
TANKARD NURSERIES
Exmore, Va.

PRINTING—Letterheads, Billheads, Statements, Cards, Envelopes, Tags, Blotters, Folders. Samples sent.
J. GARLAND HILL, Dept. A, Seaford, Del.

FINE-SCREENED DOMESTIC PEAT.
Acid pH 4-8. Some Nitrogen.
Our peat is excellent for lawns, cold-frames, perennial seedbeds and preparing soil for evergreen and shrubbery plantings.

	Per 2-bu. bag
1 to 4 bags	$2.00
5 to 24 bags	1.00
25 to 49 bags	.95
50 to 100 bags	.90

Write for price on bulk carload. We ship same day order is received. Order early. Cash, please.
HAASE BROS.
2516 California Ave. P. O. Box 386
Peoria, Ill.

IMPORTED CHINESE TONKIN CANES
Strong—smooth—long-lasting.
The best Bamboo plant stake.

	Contents per bale	Price per bale
4 ft., ⅝ to ¾-in. dia.	500	$21.50
5 ft., ⅝ to ¾-in. dia.	500	28.50
5 ft., ⅝ to ¾-in. dia.	250	14.50
6 ft., ⅝ to ¾-in. dia.	250	16.75

F.O.B. New York only. Bale lots only. Quantity discounts: 10 bales up, less 5%; 25 bales up, less 7½%. Write for discounts on larger orders.
McHUTCHISON & CO.
95 Chambers St. New York 7, N. Y.

METAL FLATS.
Just what you have been waiting for. 24-gauge (.022-.023) galvanized iron with re-inforced rim of No. 7 gauge galvanized wire. Weight approx. 3 lbs. Size 3x12x18 ins. No rough edges to tear your hands. Perfect nesting, years of use with rough handling. $90.00 per 100, $85.00 per 100 in lots of 500 or more. F.O.B. Clarksville, Md. Shipped approx. 60 days after receipt of order.
TEN OAKS NURSERY & GARDENS
Clarksville, Maryland
Member A. A. N.

BURLAST.
A burlap preservative for use on B&B nursery stock for salesyards. Saves expense of reburlapping when selling, delivers plants in better condition. Developed in our nursery for the nursery business. Write for prices and information. Mfg. by:
HILL'S NURSERY
P. O. Box 43 Victoria, Tex.

MINNESOTA WHITE CEDAR FLATS.

12x16x2¾	$18.25 per 100
14x20x2¾	22.00 per 100
14x20x3¾	25.00 per 100

Other sizes quoted on request. Also crating and other lumber, Aspen and Pine. F.O.B. Cook, Minn. Attach check.
H. C. HILL & SONS, Cook, Minn.

PEAT MOSS
Highest-quality acid sphagnum peat moss weighing about 8 lbs. per loose bushel, 120-lb. hydraulic-compressed bales, $3.25 each; 10 or more bales, $3.00. Large burlap half-bale bags, $1.60 each; 10 or more, $1.50 each.
COLBY PIONEER PEAT CO., INC.
Hanlontown, Iowa

HIGH NITROGEN HORTICULTURAL PEAT
Unexcelled for soil-improving work. Used by leading growers for a quarter century. One 3-bushel bag, $1.25; 10 bags, $1.15; 25 bags or more, $1.00.
COLBY PIONEER PEAT CO., INC.
Hanlontown, Iowa

WISCONSIN'S QUALITY SPHAGNUM MOSS.
Clean, long-fibered, solidly packed in burlapped or wired bales of standard size, direct from drying beds. None better. Trucked when feasible.
WARRENS MOSS CO., Box 7, Warrens, Wis.

HIGH-GRADE SPHAGNUM MOSS.
Clean, fresh stock from the 1948 crop. Burlapped or wire-bound bales of standard size and weight. Write for prices on carlots or less.
HERBERT JENSEN, CITY POINT, WIS.

GIBRALTAR Frost Covers pay for themselves. Economical, long-lasting, ideal for windbreaks. 6 ft. wide; 50 ft., $13.75; 100 ft., $26.00; 150 ft., $39.00. NEW AMSTERDAM IMPORT, 122 Chambers St., New York 7, N. Y.

SEED STORE FIXTURES
Bins, Cabinets.
WALKERBILT WOODWORK, INC.
Penn Yan, N. Y.

FOR SALE—Used power sprayer units, including motor vehicle. Ready for work. Will reach highest trees. Write: DR. H. R. HEIN, Linn, Kan., or WAYNE E. LINDSLEY, 243 Laclede, Colorado Springs, Colo.

Increase your business
by offering needed
stock and supplies
through the Classified Ads.

WANTED
WANTED
Horse-drawn tree digger for 2-year apple. Please write and give description, condition and price on any diggers that are available for immediate sale.
THE RIDER NURSERIES
Farmington, Iowa

ILLINOIS SUMMER MEETING.

[Continued from page 21.]

strong, compact root systems. In the past ten years several Illinois nurseries have developed trade in windbreak material with farmers.

In the period from 1817 to about 1900, experimental plantings of about twenty-five coniferous and hardwood tree species were made in an area at the south of the campus. In the brown silt loam and black clay loam soils there, European larch has grown fastest among the conifers and silver maple among the hardwoods.

In the absence of H. W. Gilbert, Dr. Dorsey and Dr. Tehon told something about the revised list of woody ornamentals for Illinois, a projected survey of plant materials according to zones through the state, undertaken by a combined committee of nurserymen and members of the university staff. Dr. H. W. Anderson recalled the past work done when the chestnut blight wrought its ravages in the state.

Fruit Variety Survey.

Opening the afternoon session, R. L. McMunn related the results of a fruit variety survey in Illinois, part of the project initiated by the American Pomological Society. In apples, 131 commercial growers with a total of 11,036 acres reported they now have planted sixty-six varieties and twenty-two color sports. The ten leading varieties in 1946, with percentages of total acreage, were: Jonathan, 22; Golden Delicious, 16; Delicious, 11; Yellow Transparent, 10; Willow Twig, 7; Winesap, 7; Duchess, 4; Grimes, 4; Rome, 4; Ben Davis, 3.

In peach, eighty commercial growers with 5,140 acres reported plantings of forty varieties. The leaders in 1946, with percentages, were: Elberta, 69; Gage, 5; Hinner, 5; J. H. Hale, 4; Red Bird, 4; Halehaven, 3.

In strawberries, Blakemore accounted for ninety-eight per cent of acreage in the southern third of the state in 1946, but would be reduced to eighty-four per cent in new plantings. In the remainder of the state Premier made up seventy-three per cent of the acreage, but would be increased to eighty-three per cent.

In grapes, the commercial acreage in Hancock and Peoria counties in 1947 consisted of eighty-five per cent in Concord and nine per cent in Moore Early.

Mr. McMunn briefly presented some statistics as to fruit tree varieties handled by nurseries throughout the country. In the spring of 1947 catalogs or price lists were received from 685 concerns, of which 285 listed one or more kinds of deciduous fruit trees. These 285 nurseries listed nearly 500 apples and color bud sports and crabs, 347 peaches, ninety-six apricots, twenty-nine nectarines, seven quince, 112 pears, 115 cherries and 243 plums.

Experiments on dwarfing rootstocks were mentioned by Mr. McMunn. All the Malling rootstocks are being tried. Those that are fully dwarf have not produced fruit so early as advertised and the trees blow over if not firmly staked. Some semidwarf trees blow over, while the large types are satisfactory in this respect. In the rich Illinois soil the semidwarf stocks produced the same-size trees as the larger types.

Strawberry Survey.

In the absence of Dr. Colby, Herschel Boll told of the extensive variety testing program which has been begun with respect to small fruits, nuts and persimmons. The emphasis is being placed on strawberries, brambles, gooseberries and currants. In response to post cards sent to nurseries in the United States and Canada, 546 catalogs or price lists were received listing the fruits mentioned. In all, about 300 strawberry varieties were reported; when synonyms are eliminated these will be reduced to about 200 varieties. Many synonyms, incorrect spellings and unheard-of varieties were found in these catalogs and price lists. An attempt is being made to correct these names, to eliminate synonyms and to compile a complete and accurate list of varieties. Mr. Boll urged the nurserymen to prevent mixtures, use correct names, not rename, spell accurately and describe accurately the fruits listed in their catalogs.

Fruit Breeding.

In the absence of Charles Birkeland, Dr. Dorsey told of the apple and peach breeding variety improvement studies, started at the Illinois station in 1908. Over 50,000 apple seedlings have been grown and fruited. Propagation tests of some of the most promising varieties are now under way. Dr. Anderson told of the disease resistance work initiated three years ago in cooperation with Purdue University. An attempt is being made to take full advantage of scab resistance in the apple and of blight resistance and leaf spot in the pear.

Dr. Dorsey displayed and showed slides of the peach varieties named and introduced by the Illinois agricultural experiment station during the spring of 1946. These seven varieties, with the prefix Prairie, were described in a press release a year

ago, when a supply of budwood was made available through a southern Illinois nursery.

Fruit Quality Characteristics.

Quality characteristics of fruit varieties were discussed by R. V. Lott. Most varieties of fall and winter apples have a sugar content of ten or twelve per cent at maturity, but the acid content varies from about twenty per cent in Delicious to about sixty-five per cent in Jonathan. This gives a quite different taste, which with the difference in aroma, results in the characteristic flavor of each variety. Growing conditions affect the composition and quality of fruits. Overloaded trees and cloudy or cool seasons cause the sugar content to be low. Cool, rainy seasons result in high acid content.

The factor that has the most effect on fruit quality within a variety is the stage of maturity at which it is harvested. This effect is due to the increase in sugar and the decrease in acid as the fruits mature. These changes are particularly marked in peaches and other stone fruits, in summer apples and probably in small fruits. Detailed studies have shown that fruits increase little in quality after harvest. Hence quality must develop while the fruit is still on the tree.

Campus Plantings.

Plantings on the campus were briefly discussed by R. S. Chamberlin, superintendent of grounds. Because from 350,000 to 400,000 persons visit the campus each year, particular attention is given to the plantings. Originally the American elm constituted ninety-five per cent of the tree planting, particularly fitting with the Georgian-type architecture of the buildings. In newer plantings other species of trees have been included. An attempt is being made to define the campus with Amur privet hedge, which it is hoped to replace with the Hatfield yew later. Evergreens are used as base plantings about buildings, and yews are prominent, Taxus browni being used to simulate the boxwood frequently seen with Georgian architecture. Considerable use is made of thorns, crabs and magnolias. Nyssa sylvatica is employed as a small tree for its sensational fall color, probably due to the soil. Shrubs used are of the neat-growing type, not big flowering specimens. Baltic ivy, Euonymus coloratus and pachysandra are used as ground covers at strategic points to keep the students from making short cuts across the lawn. Cushion mums are used to make a colorful showing among the evergreens at the football season.

Dr. F. F. Weinard concluded the talks with a brief explanation of the hedge-turf experiment, started just as the war began and designed to test a number of deciduous and evergreen plants for hedge use. Only deciduous plants have been set out so far, twenty altogether, of which one-third show to advantage. In the same area forty-eight turf and fertilizer combinations have been included for the inspection of visitors, the differences being less conspicuous than might be expected. Similar experimental plantings are planned for various entrances of the campus, for public observation and student use.

THE Patmore Nursery Co., Brandon, Man., Canada, is now being operated as the Patmore Nurseries, Ltd.

THE nursery established last spring by John E. Miller, Oswego, Ore., has been named Treasurdale, Home of Plant Treasures. Mr. Miller has developed a new apple which he plans to name Pacific Gold.

WANT ADS

Help and Situation Wanted and For Sale advertisements.

Display: $3.00 per inch, each insertion. **Liners: 25c** line; minimum order **$2.00**

FOR SALE

Well established retail, wholesale and landscape nursery doing a good business. Consists of 8-room modern house, 80 x 80-ft. brick storage building with frame roof, 30 x 60-ft. adjoining stone building used for grafting, grading, etc., also office room attached. Stock consists of 2 acres of evergreens, shade trees and ornamentals, also 7 acres of fruit trees, shrubs and forest tree seedlings on rented ground optional to buyer. Rototiller, truck and various other tools. Well located on Highway 77 in southern Kansas town of 10,000 pop. Priced low for immediate sale. For details write P.O. Box 1005, Winfield, Kansas.

FOR SALE

Wholesale and retail nursery, located in the northwest. Large packing shed and cellar. Twenty-five salesmen on the road. Have 25,000 evergreens, plus ornamentals, seedlings and fruit trees. If interested address Box 570, care of American Nurseryman, for full details.

SITUATION WANTED

Nurserywoman, 20 years' experience in Ireland on estates, outstanding references, wants year-around job, preferably in southwest. Phone Woodruff 2548 in Milwaukee or write THELMA EGGINTON, 2604 E. Hartford Ave., Milwaukee, Wis.

HELP WANTED

Man with good knowledge of general nursery stock, capable of handling men and able to supervise field work and put up orders.

J. C. BUNCH & SON
Hulman St. at Brown Ave.
Terre Haute, Ind.

FOR SALE—Wholesale and retail Nursery, 5-acre money-maker; fine home, show place of community. Hollywood hotspot, in center of great building activities. $89,500.00, terms. Retiring, must sell this week. 700 Ethel Ave., North Hollywood, Calif.

HELP WANTED—Man or woman to manage retail agency nursery business. Address Box 572, care of American Nurseryman.

HELP WANTED — Propagator. Juniper grafting on collected understocks a specialty. Applicants describe themselves and state previous connections.
NICK'S NURSERY, Anchorage, Ky.

FOR SALE

One of the most modern, attractive nurseries in the south, doing a large volume of landscape work. The nursery is located on a main thoroughfare, is enhanced by a new 9-room California-type house, which is unique in design, is considered one of the most beautiful houses in the district and is valued at $25,000.00. There is a new greenhouse already stocked with 100,000 evergreen cuttings. There are a 40 x 60-ft. packing shed and small office building, on which buildings there are several hundred feet of neon lights. Gross sales amount to $25,000.00 per year. Stock and business, $55,000.00. For further information address Box 573, care of American Nurseryman.

FOR SALE

Nursery located on main street in Miami, Fla., area. 1947 net profit more than $20,000.00. Profit for first 5 months of this year $14,500.00 with better prospects for latter part of year during our big season. Completely and modernly equipped. Price, about $110,000.00 including $10,000.00 in good accounts receivable. Will take in trade nursery in New York city area. Address Box 569, care of American Nurseryman.

FOR SALE—Nursery, 20 acres, 7 mi. from Minneapolis, $14,000.00. Write owner, Box 342, Route 1, Hopkins, Minn.

HELP WANTED—Foreman. Growing roses and perennials. Must be fully capable of taking complete charge of nursery operations, equipment and men. State complete experience, age, salary expected in first letter. SOMERSET ROSE NURSERY, P. O. Box 608, New Brunswick, N. J.

HELP WANTED—Young man with experience in propagation and nursery practices to do general work and advance to foreman or superintendent. Year-around job in an ideal growing section with a growing concern. Apartment available for living. TANKARD NURSERIES, Exmore, Virginia.

SITUATION WANTED—Propagator, able to take full charge, wants position. 35 years' experience in propagation by grafting, cuttings and seedlings of the better kind of nursery stock, such as Rhododendrons, Azaleas, Azalea indica, Junipers. House must be available. Address Box 574, care of American Nurseryman.

SECRETARY'S REPORT.

[Continued from page 17.]

duction continue upward; we are heading for trouble if this trend continues.

Sales Promotion.

In conjunction with and as a supplement to the work and accomplishments of our market development and publicity committee, the Washington office has independently promoted sales opportunities for our members. In other instances, in cooperation with our New York public relations offices, we have jointly developed sales promotion ideas and have called them to the attention of our members.

Trade promotion reports and sales promotion opportunities have been made a regular feature of our news letter mailings during the entire year. Since January, "Dividends," a monthly report on the public relations program, has appeared in front of the news letter. A summary of the issues during the past six months shows a heavy volume of magazine and press support for our program, a large number of national advertising tie-ins, active cooperation on a national scale with several related national programs and nation-wide radio coverage by our regular radio releases.

In many cases your individual firm's cooperation with going movements would result in mutual benefit. How well have you done your end of the job? How much effort have you expended in tying in with these national movements on a local level? What have you done, in other words, to help yourself to get some of the "Dividends" that we have consistently called to your attention?

Let me cite a few such programs that need and will welcome your cooperation.

Blue Star Highway.

As a memorial to World War II veterans, the National Council of State Garden Clubs back in 1945 proposed the creation of a beautifully landscaped and appropriately marked coast-to-coast highway. Leading into this main highway were to be well planned and planted feeder highways stemming from every state in the Union. Today that proposal is fact. The 200,000 members of state garden clubs, country-wide, are supporting the project. They are doing this by working with the legislative arm of the state governments to see that existing routes are designated or, when inadequate, that new routes are created and authorized. They are appropriating garden club funds for

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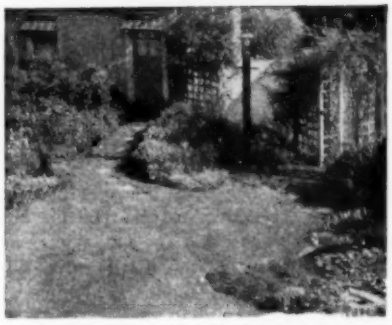

For all Lawns, Greens, Flowers, Shrubs, Trees, Coldframes, Greenhouses

PROFIT 2 WAYS

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Genuine HYPER-HUMUS is

1. *Uniform in quality — dependable*
2. *Free from weed seeds and insect larvae*
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landscaping with nursery-grown plant material, native to their particular state or section. They are urging additional landscaping (with state funds) and are cooperating with state and local highway departments in accomplishing this. The garden clubs of New Jersey have already purchased $60,000 worth of dogwoods for the purpose and claim to have only begun.

The A. A. N., as a direct result of the activities of our New York office, has been made a partner in this project, having been asked to create the standard design for landscaping around each marker, thousands of which will be placed along the route across the continent. An A. A. N. committee under the chairmanship of J. Frank Styer, is at work on the design, which will be so drafted as to allow for and employ plant material best adapted to each region. Our regional subcommittees will be asked to suggest the plant material best suited to their own sections of the country.

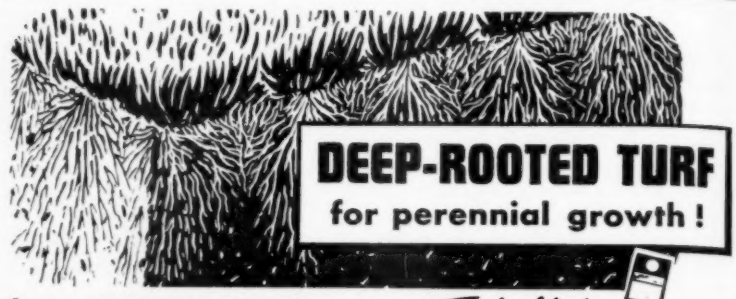
We suggest that each state association formally propose to the state garden clubs that they would deem it a privilege to plant the four markers at the borders of the respective states. Appropriate ceremonies may be arranged with garden club officials, mayors, governors, press, etc.

Community Improvement.

The National Council for Community Improvement, established last year at Washington, is made up of representatives of many national associations interested in improvement and development of communities.

The program of the National Council includes the encouragement of the formation of local improvement councils throughout the country. The National Council is also acting as a clearinghouse in gathering and making available facts and experiences of various communities in their improvement programs. The development of parks, recreation areas, highways and home grounds are important parts of this national movement. The following is quoted from the special report of the group conferences on neighborhood and home ground improvement:

"The panel discussion on neighborhood and home ground improvement respectfully urges sustained and continuous emphasis of the importance of horticulture, as a means for improving the community environment, and for the enrichment of home and family life, the improvement of health, the enhancement of property values and the stabilizing



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SWISS GIANT. Separate colors in garnet-red, dark violet, pure yellow, gentian-blue, white and Super Swiss Giant Mixture. Tr. Pkt., 75c; ¼ oz., $3.00; oz., $10.00.

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PRONOUNCING DICTIONARY of Plant Names
64 pages, 3000 names, 25c per copy
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Easy to operate, the tractor does practically 100 per cent of the work with operator merely riding along . . . Has finger-tip control . . . Can be handled easily by any person regardless of age . . . Economical to buy and operate . . . In price range of conventional 2-wheel equipment . . . Beaver plus attachments costs less than small farm tractor . . . Weighs only 429 lbs. empty, but heavy enough to do the job . . . Has pulled 3800-lb. load with ease . . . engineered for smooth operation, rugged performance.

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of the national life. It also urges increased attention to practical education in horticulture for the homeowners of today and tomorrow, and for teachers, community planners and all others involved in the improvement of homes, neighborhoods and communities."

Miscellaneous Opportunities.

Have you been to see your banker recently, not to secure a loan, but to interest him in becoming franchised by Housing Counselors, Inc., for the purpose of stimulating home improvements through the agency of short-term loans? Look up our "Dividends" of June 2, 1948. Your banker wants good short-term paper; you want customers. Here is a means whereby you both get what you need and the homeowner is enabled to improve his property and increase its value substantially at the same time. Remember, "It does not cost a lot to improve your plot."

Decalcomanias of the "Beauty, Value, Service" seal designed by the best copyright artist in New York, to be used on motorized equipment (which can be used either side out, the opinion of some members to the contrary notwithstanding), were prepared for the purpose of telling the consuming public that you were a

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Used by gov't. departments, market growers, florists, estates. Fine hardwood chest—everything for hundreds of tests. Full instructions—pays for itself in a year. Order C.O.D. $22.50 plus express (or send $22.50 and we'll prepay express). Money-back guarantee.

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member of the national trade association representing your industry. Why? Because Verne Burnett Associates had determined by survey that the majority would prefer to deal with a member. We have 1,100-odd members; each member has on the average three trucks; each truck takes two decalcomanias, one on each side; every nursery office should display the seal; total, a minimum of 7,700 decalcomanias. We ordered 10,000. Our members have called for only 1,591. Are you not missing an opportunity by not displaying this color seal?

We have made available in mat form for newsprint and in electro form for invoices, letterheads, plant labels, etc., the "Beauty, Value, Service" seal. It should be used consistently in all local advertising, on all office forms and letterheads, on all plant labels, on all customer mailing pieces and at every other opportunity in conformance with good business ethics, in order to promote the idea that your membership in the A. A. N. is good for your customer. Our 1,100 members have called for fifty-four electros of this seal. Is this effectively tying in with your national program?

"Plant America."

On your programs, on your tickets, in the ballroom and here in the Rathskeller, you see the slogan, "Plant America." At present it is nothing more than a slogan, but in the future we anticipate it will become the watchword of conservation and forestry groups, garden clubs, highway beautification programs, park officials, community improvement councils and horticultural associations. "Plant America" means all that it says or implies.

"Plant America" connotes reforestation and soil conservation.

"Plant America" means home, community and park planting.

"Plant America" means the preservation and improvement by planting of the natural beauty of our highways.

"Plant America" means home gardens leading to healthful recreation at home, improved nutrition and a peaceful communion with the wonders of nature.

"Plant America" means landscaped schools—rural and urban.

"Plant America" means church gardens and living memorials in many forms.

"Plant America" means developed industrial properties, which in turn lead to improved employer-employee and employer-community relationships.

"Plant America" means better designed and better planted farmsteads—it means farm and home fruit gardens—it means improved living conditions both urban and rural.

"Plant America" means improved site planning of our community developments, making provision for community recreational areas, landscaped parking areas and shopping centers and a modernization of municipal zoning laws, which in some instances is necessary in order that these other objectives may be possible.

"Plant America" means the elimination of city slum areas and their replacement with modern low-cost housing developments with appropriate landscape design.

"Plant America" means just what you will make it mean. My hope is that we can make this slogan a universal watchword to cover all the above possibilities and many more that will occur to you.

Let us resolve here and now to go forth as an industry united, seek the cooperation of all who are interested in better living in this land of ours and really "Plant America."

LAS POSITAS NURSERY, located on the Hope ranch, Santa Barbara, Calif., is being continued on a small scale since the death in April of the owner, William R. Dickinson.

NOW, You can get this BIG HAND TRUCK at once.

New, modern equipment now in use by hundreds of nurseries.

SAVE TIME and LABOR

Handle heavy jobs easier, faster, with fewer men. Get into places otherwise inaccessible to heavy equipment, without damage to established lawns.

HANDLES 40-inch BALL — 1500 lbs.

SPECIFICATIONS

- Specially designed curved nose.
- Electrically welded—strong, sturdy
- Equipped with three 4-ply 16-inch tires.
- Over-all width, 45½ inches.
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- Weight, 175 lbs., including 19-ft. chain.
- Attractive, professional appearance.

$112.50, equipped with three ball-bearing wheels.

$125.00, equipped with two tapered roller-bearing main wheels, ball-bearing wheel in swivel. Recommended when truck is to be used as dolly or trailer.

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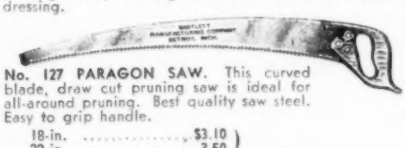
Damage by ice and wind often can be avoided, or the effects lessened, by use of correctly designed pruning tools, bracing materials and tree wound dressing.



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18-in.	$3.10	Postpaid
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24-in.	3.75	
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GUARD AGAINST DECAY by dressing wounds with Bartlett Black Asphalt Tree Paint. Easily applied with ordinary paint brush. Will not freeze.

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MICHIGAN SHORT COURSE.

[Continued from page 22.]

and the wall displays of the department of landscape architecture and urban planning. Prof. Carl Gerlach, department of landscape architecture, introduced an interesting feature by having the visitors assist in rating several typical designs of small home properties.

After luncheon at Snyder hall, Prof. Ray Hutson, department of entomology, chairman of the session on insects and diseases, introduced several staff members who discussed and gave recommendations for the control of specific pests of trees and shrubs. Dr. F. C. Strong, department of botany, discussed the control of cedar apple rust on junipers. Alternate hosts of this disease are American junipers and European apple trees, and these should not be grown in close proximity to each other. Chinese junipers and Asiatic crab apples are practically immune and can be safely planted near each other.

Three demonstrations on the campus grounds next absorbed the attention of the registrants. Prof. A. E. Mitchell, department of horticulture, demonstrated shade tree hydraulic spraying, mist application by blowers and fog application of insecticides by heat generators. Several portable types of 2,4-D sprayers were operated on the campus lawns by Dr. C. L. Hamner, of the department, and by C. P. Jordan, Indianapolis, Ind. Jack Murphy, of the Lansing park department, demonstrated a portable pneumatic unit used for aerating and fertilizing shade trees.

During the next discussion session, Clarence O. Siebenthaler discussed an outstanding selection of honey locust which his company is propagating by budding. This is a vase-shaped form which will be useful as a substitute for American elms. Honey locusts are especially adapted for use on lawns and grassy areas, since the light feathery foliage is not dense enough to shade out lawn grasses and in the fall the leaves decompose readily and quickly.

Prof. Karl Dressel, department of forestry, interspersed his talk on "Shade Tree Repair" with a number of good jokes. Jack Gartner showed how to construct a series of drain tiles and a stone well about a tree when it is necessary to change a grade and establish a fill. Dr. L. W. Gysel, department of forestry, explained the importance of site factors and showed that the surface soil beneath the tree cover was rapidly depleted of moisture during the growing season. A lack of moisture rather than a lack

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An invention that protects your shrubbery from the menace of destructive corrosive action caused by dogs. Makes the dog's visit so uncomfortable that he keeps away, yet it is so constructed that it will not harm the dog. The SHRUB-GARD is a unit of steel spring wires that are flexible and will not tear clothing of passersby. Each SHRUB-GARD has three prongs and covers approximately two and one half lineal feet.
Harmless to dogs or humans.
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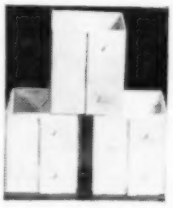

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No. 1—One qt.	$2.75	$13.25	$26.00
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No. 3—Three qt.	3.50	16.50	31.00

State how to ship—Freight, Express, Truck
All Prices F.O.B. Factory
3% cash with order—No C.O.D.

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No grief or bother because it is entirely machine-tooled of 100 per cent brass. Pamphlets, window streamers, good sales-pulling cuts. Prompt shipment. A great profit maker. Place the **G. S. "Master" Sprayer** in your catalog for 1949.

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WANTED—YOUR 1948 PEAT MOSS BUSINESS

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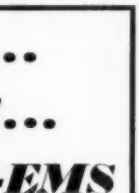

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USE HYPONEX to grow bigger and better flowers and vegetables in poorest soil—even in sand, cinders or water. Excellent fertilizer for trees, shrubs, lawns and houseplants.

USE HYPONEX for top dressing, seedlings, cuttings and transplants. Produce strong root systems and stems, also more and larger flowers and fruit.

SELL HYPONEX to your customers. Nationally advertised.

1 oz. packet	10c.—packed 72 to case—wt.	7 lbs.
3 oz. can	25c.—packed 36 to case—wt.	12 lbs.
7 oz. can	50c.—packed 24 to case—wt.	14 lbs.
1 lb. can	$1.00—packed 12 to case—wt.	16 lbs.
10 lb. drum	$8—25 lbs. $15—50 lbs. $25—100 lbs.	$40

Commercial growers and dealers receive 33-1/3% discount from the above retail prices.

BUY HYPONEX from your jobber or send $1 for 1 lb. (makes 100 gallons). $1 credited on first order for 1 drum or case.

HYDROPONIC CHEMICAL COMPANY, Inc.
Copley, Ohio

of shade is the limiting factor which prevents the growth of small plants beneath large trees.

C. E. Morris, department of landscape architecture, spoke of several unusual plants which are being tested for hedge purposes at the Morton Arboretum. C. E. Hoxsie, department of horticulture, superintendent of Hidden Lake Gardens, the arboretum of Michigan State College at Tipton, Mich., described the work being done to establish an arboretum which would prove of great value to both the nurserymen and plant lovers of Michigan and adjoining states.

Dr. S. L. Hopperstead, agricultural research specialist for the B. F. Goodrich Co., Akron, O., explained the physical structure of the plastic resins which are proving to be an aid to nurserymen in the late transplanting of evergreens and deciduous stock. These waxlike substances are now being tested at the Michigan experiment station and at other stations and will soon be made available to nurserymen and others.

Prof. C. A. Gunn, department of agricultural engineering, pointed out the need for good medium-price nursery stock, preferably of American species, for planting in resort and tourist areas. This new outlet for plant material should prove attractive to certain nurserymen interested in specialties.

Following the indoor program was a demonstration showing the use of the newly developed one-man chain saw. Representatives of Henry Disston & Sons, Inc., Philadelphia, Pa., showed their small motor-driven saw, while representatives of the Homelite Corp., Port Chester, N. Y., showed their product, which is electrically powered by a portable generator.

A tour of the Beal Botanic Gardens, under the direction of the superintendent, Henry L. R. Chapman, preceded the dinner hour. Trees, shrubs and perennials not commonly found in the trade were of most interest to the visitors.

Evening Session.

The evening meeting opened with short addresses by the presidents of the three sectional nursery associations in the state. Ernest Durrant, Durrant Nurseries, Grand Rapids, spoke for the Grand Rapids Nursery and Landscape Association; R. W. Steffer, Bay City Nurseries, Bay City, spoke for the Saginaw Valley Nurserymen's Association, and Martin Olsen spoke for the Landscape Association of Michigan. Clifford R. Emlong, Emlong Nurseries, Inc., Stevensville, spoke for the Michigan

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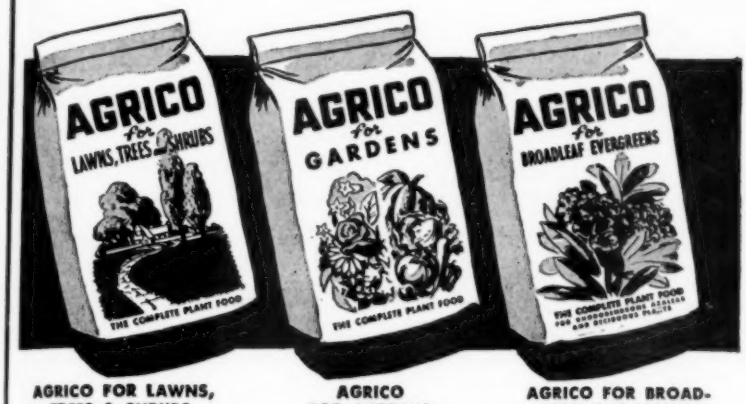

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Association of Nurserymen and introduced Arthur L. Watson, Arthur L. Watson Nurseries, Grand Rapids, past president and membership chairman, and Bernard Ward, Ward's Flower Ranch, Lansing, secretary.

Dr. H. B. Tukey spoke briefly on the new facilities granted the department of horticulture, which would make possible more and better research in all phases of plant work, including those problems most closely affecting the nursery industry.

Dr. Roy E. Marshall, department of horticulture, next told how the teaching staff of the department had developed and increased in number throughout the years in response to the demands which had been made for more and better instruction. He stated that the department has realized the need for a major in ornamental horticulture or nursery management and, if possible, such a course would be listed soon.

Following the address presented by Clarence O. Siebenthaler, there was group singing led by C. N. Hill, and the movie "A Year in the Nursery," produced by the Mount Arbor Nurseries, Shenandoah, Ia., was shown. This movie, which demonstrated the many cultural practices and skillful techniques employed in growing nursery stock, was of paramount interest

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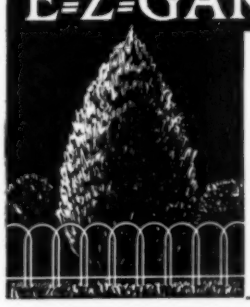

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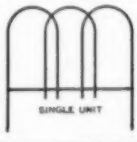

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.020	3/16-in.	4 ins.	1.40	1.20	1.10

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to most of the persons in the audience.

C. E. Irvin closed the evening program with a few humorous observations concerning nurserymen. By this time the audience was ready to partake of the fruit punch served in an adjoining room.

Educational Program Resumed.

The program for July 2 opened with a symposium on chemical weed control. Dr. B. H. Grigsby, department of botany, directed the program as chairman and in turn introduced Dr. C. L. Hamner, department of horticulture; Keith Barrons, Dow Chemical Co., Midland, Mich; James Johns, Richards Gardens, Plainwell, Mich., and Dr. S. L. Hopperstead. A striking instance of the importance of timing a preemergence spray was reported by James Johns, who showed that a delay of two days in applying the spray gave a fifty per cent kill of delphinium as well as of the associated weeds. Plots sprayed two days previously showed no injury to delphinium and a complete kill of weeds.

Dr. James Tyson, department of soil science, pointed out the value of organic materials in lawn making and indicated the best grasses to plant under various site conditions. Dr. C. E. Millar, also of the department, served as chairman of the discussion group on soils in which members of the department participated. Dr. L. M. Turk ably discussed the importance of organic matter, and Dr. L. S. Robertson showed its relation to soil structure. Dr. R. L. Cook spoke of the value of testing soils for the degree of acidity and for the quantity of available plant nutrients. These quick soil tests, supplemented by similar tests made of succulent plant tissue, indicate to some degree the amount of nutrients needed.

E. C. Sackrider, of the soil conservation service of the United States Department of Agriculture, stressed the importance of conserving soil on nurseries. Soil is lost both by digging balled and burlapped stock and by erosion. Soil structure is lost by early spring digging and by the gradual use of organic matter. This results in poor aeration and drainage with consequent poor growth of plants. Soil structure may be improved by alternating crops of grass and legumes, such as brome and alfalfa, with nursery stock. Brown manure crops, such as well ripened legumes and grasses, have more value as soil-building materials than soft succulent crops, such as oats and rye.

George A. Crabb, of the research division of the soil conservation service, gave data showing the fluctuation of the amount of soil moisture available to plants during each month of the year. The retention of moisture varies with the soil type and the kind of vegetative cover, but is usually at its lowest ebb in August.

Prof. C. E. Russell, department of horticulture, served as chairman of the symposium on the production of fruit tree nursery stock. Ed Andrews, extension plant pathologist, discussed the virus disease situation in stone fruits, and Dean Lovett, of the Michigan bureau of plant industry, explained the method of indexing to determine virus-free trees from which buds may be safely taken.

The trend in fruit varieties was ably discussed by C. A. Langer, department of horticulture. Favorite apple varieties in Michigan are now Northern Spy, Golden Delicious, Cortland, Jonathan and Wealthy.

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Length closed 3 7/8 ins., brass lining, handle of maize celluloid, nickel silver bolsters and shackle.

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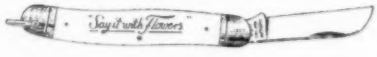

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Pears are still the same, with Bartlett, Bosc, Clapp Favorite and Kieffer most popular. Peaches show the most rapid turnover of preference. Michigan growers now prefer Redhaven, Halehaven, Golden Jubilee and Elberta. Montmorency remains highest among the sour cherries. Sweet cherries are Windsor, Black Tartarian and Bing. Plums tend toward Stanley, Monarch and the Damsons.

Tour of College Farm.

In the afternoon the conference members assembled at the new Agricultural Engineering building and were shown the latest developments in irrigation equipment, tractors and other agricultural implements. A demonstration of the frost-control machine and the method of heating by radiant energy proved of high interest to the visitors.

The remainder of the afternoon was spent in a tour of the college farm, including the botany and horticulture orchards, the campus nursery and the forestry nursery. At the botany plots Mr. Andrews and Mr. Lovett pointed out the disease symptoms on peach and cherry and the method of indexing to determine freedom from viruses.

Coldframe propagation of blueberries was noticed in the campus nursery and in the horticulture orchards. Dr. H. B. Tukey pointed out the growth habits of common apple varieties budded on a number of different East Malling understocks.

The last stop was made for an inspection of the new nursery of the forestry department, which has just taken over an area that has been in sod for many years. Ira Bull, department of forestry, explained some of the difficulties of conversion to conifer propagation. Long beds of pine and spruce seedlings just showing above the ground gave adequate proof that his efforts are successful.

Student Meeting.

In the evening the Nursery and Landscape Club, a student organization, held a business and social meeting with a picnic supper at the Forestry cabin.

Suggestion sheets were passed out at registration time and were collected at the close of the conference. The rating of the conference as a whole averaged between good and excellent. The speaker or feature rated of most value seemed to vary considerably. The three chief criticisms were that the speakers seldom had enough time to explain their subjects, that there was insufficient time for question-and-answer periods and that there were not enough nurserymen on the program.

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MISSISSIPPI CONVENTION.

[Continued from page 20.]

mounted on a drag about 3x7 feet made of boards. The blades project about ten inches below the drag. The marker is pulled by a tractor opening two rows for cuttings, and at the same time the wood frame smoothes the land so that cuttings may be more easily set at uniform depth. The 2-row marker is used to facilitate cultivating with a 2-row tractor cultivator which requires that two rows be a uniform distance apart to cultivate close to the plants.

Cuttings of deciduous stock are made in late fall and early winter and set in the field immediately. This practice has proved to be as satisfactory as callusing the cuttings in sand before planting them in the field. Cuttings are made about eight inches long and stuck to a depth of about five inches. Spacing in the rows varies somewhat with different plants, but 6-inch spacing is usually used. Soil is firmed around the cuttings with the shoe heel. In the case of narrow-leaved evergreens, cuttings are lined out in rows during October in a manner similar to that used in lining out deciduous hardwood cuttings. Watering several times before winter rains begin is necessary. During winter the cuttings are mulched with cornstalks to prevent heaving. Pictures taken about the middle of May showed a relatively high percentage of the evergreens living and a good development of the root systems.

This has been the worst season experienced at New Albany for field rooting of cuttings, as a result of heavy rainfall through the winter that prevented lining out of the cuttings until late, and the wet winter was followed by an unusually dry spring which caused a heavier loss of cuttings than usual. Despite the adverse weather this season there is a fair stand in most of the plots.

Cultivation, as Mr. Rulon illustrated, is done with 2-row cultivators on Ford tractors. It was explained that the entire nursery is cultivated once each week throughout the season when the soil is dry enough to cultivate. This frequent cultivation not only keeps down weeds but the loose soil near the surface reduces loss of water from the soil, increases the water-holding capacity of the soil and reduces the amount of surface runoff. Pictures were shown and explanations were made of the 2-row fertilizer distributor which was devised for nursery use. Two ordinary horse-drawn fertilizer distributors are mounted rigidly on a 2-row tractor cultivator frame behind the Ford tractor. Fertilizer is placed approximately four inches from the base of the plants and four to six inches deep. Vigoro is applied in the spring and summer in varying amounts depending on kind, size and spacing of plants, and 300 pounds per acre per application are often used on small stock.

To eliminate the costly task of hoeing as commonly done in the south, hooks with six tines about eight inches long are used to clean out the drill. This eliminates the use of the conventional hoe which results in a much more costly operation. To use the hooks the drill must be cleaned out soon after weeds begin to show. In addition to cleaning out weeds, the crust of soil is broken

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around the plants to permit better aeration, helping to keep the land level by pulling away from the plants some of the excess soil that is often mounded around them after cultivation. To keep the nursery clean the drill usually must be cleaned out with hooks about four times each season.

Several pictures were shown to indicate the fine growth on budded and grafted stock. Mr. Rulon stated that he had achieved as good a take in budding and grafting in Mississippi as he had previously secured in the midwest. He stated he had found that on many items he secures as much growth in one season at New Albany as in two seasons in the midwest.

When asked if he were satisfied with his results in producing nursery stock in Mississippi, Mr. Rulon stated that he was well pleased with his venture. It was evident from the Kodachrome illustrations that he is doing a good job. He has had to pioneer in much of his work because there are no established practices in his section of Mississippi for his methods of producing certain items. It was evident that his background of many years' experience in producing nursery stock, careful planning, open mind and efficient management

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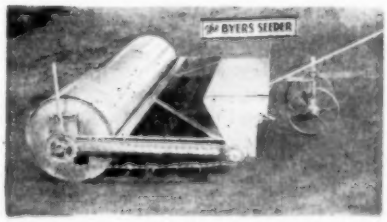

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Diseases of Ornamentals.

Dr. John Presley, head of the department of plant pathology, Mississippi State College, opened the first session with a discussion of "Diseases of Ornamental Plants," pointing out that diseases in many cases limited the production of flowers in the south, particularly of such crops as asters and roses. Flowers cannot be produced economically until diseases are effectively controlled. Dr. Presley discussed briefly some of the diseases important in southern flower crops, including verticillium wilt and ray blight of chrysanthemums, mildew and black spot of roses, aster wilt and snapdragon rust. He pointed out that in the preliminary tests, Parzate had given better control of snapdragon rust than a Fermate-sulphur combination.

Dr. Presley stated that the departments of horticulture and plant pathology at Mississippi State College were cooperating and had under way a research project studying practical means of controlling the principal diseases of ornamental plants in Mississippi. Preliminary tests on camellia diseases indicate that the symptoms and characteristics of root rot and dieback of camellias need to be studied and the interrelation of these two diseases understood before effective control measures can be worked out. Methods of producing the diseases artificially are being studied before working out the control measures.

Tests with Flower Crops.

Prof. E. W. McElwee, of the department of horticulture, Mississippi State College, reported on the results of several experiments with flower crops. Six varieties of Easter lilies were compared for forcing under southern conditions. In the tests 7 to 8-inch bulbs potted November 27, 1947, and forced at 60 degrees came into bloom as follows: Floridi, seventy-five days, fourteen and one-half inches in height; Creole, 109 days, averaged twenty-two and one-half inches in height; Del-Croft, 114 days, averaged eighteen and one-half inches in height; harrisi, 120 days, averaged eighteen inches in height; Oregon-Croft, 124 days, averaged nineteen inches in height, and Georgia, 127 days, averaged nineteen inches in height.

A test of various organic materials for use in greenhouse soils including cinders, hardwod sawdust, peanut hulls, peat, oat straw, legume straw, cottonseed hull bran and manure showed that peanut hulls and peat required the least water to maintain satisfactory growing conditions for snapdragons. Peanut hulls, peat, hardwood sawdust, legume straw and oat straw produced snapdragons of approximately equal quality and required approximately the same amount of fertilizer to maintain good growth. Cottonseed hull bran was unsatisfactory, since the plants became yellow and hard even when a heavy application of fertilizer was made bimonthly.

Professor McElwee reported some information on forcing hydrangeas. He stated that a preliminary test indicated that the treatment of dormant plants of hydrangeas with ethylene dichloride hastened flowering about two weeks. He stated that plants defoliated in a coldframe under straw forced almost as well as plants defoliated and stored at 40 degrees Fahrenheit. The plants stored at 40 degrees Fahrenheit forced more uniformly, however.

Camellias.

John Wight, Wight Nurseries, Cairo, gave an informative and instructive talk on the commercial production of camellias before the joint session of nurserymen and florist growers Tuesday morning. His talk will be published in a forthcoming issue. Mr. Wight stressed the advisability of cutting down the number

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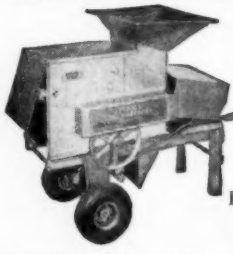
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of camellia varieties being grown and suggested that nurserymen concentrate on the varieties that grow well and are popular in the sections they serve. He gave the results of recent surveys that list the varieties most popular in various sections of the country and in the United States as a whole. He illustrated with Kodachrome slides the practices observed in his nursery in growing camellias and azaleas. Camellias are moved directly from transplanting beds to the open field and grown under portable irrigation rather than under lath to secure bushy, stocky plants. An overstory of pines is used at the Wight Nurseries to shade some field areas, but Mr. Wight questioned the value of such shade when the competition of the pines for nutrients and water is considered.

Mechanization in Florida.

An unscheduled but interesting talk was presented by Prof. John Watkins, University of Florida, on "The Recent Advances in Mechanization in a Florida Nursery." He discussed in detail the methods used by Hewett P. Mulford & Co., Apopka, Fla., in producing forty acres of forcing azaleas on a peat bog. The stock was planted with a celery planter, cultivated with tractors and tractor-drawn equipment

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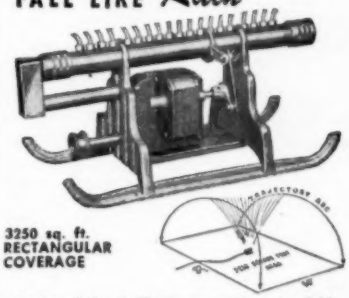

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and hand pulled in the fall. The plants are stored under portable irrigation under the shade of live oak trees. The roots are pruned to proper pot size with a special root pruner and shipped in paper pots. Professor Watkins said that a peat bog or deposit and a farm pond or other sources of irrigation water were becoming determining factors in locating new nurseries or growing areas in Florida. His talk correlated well with the discussion given by Mr. Rulon on the mechanized equipment and advanced production used in his nursery at New Albany, Miss.

Organize A. A. N. Chapter.

At a luncheon nurserymen who were members of the American Association of Nurserymen organized a Mississippi chapter of the national association.

H. M. Owen, T. G. Owen & Son, Inc., Columbus, was elected president; J. B. Bealle, Greenwood Floral Co., Greenwood, vice-president, and Mary Lou Brent, Brent's Nursery, Jackson, secretary-treasurer. Mr. Owen was appointed delegate to the convention of the A. A. N., with Standish Bradford, Ocean Springs, as alternate.

WASHINGTON MEETING.

[Continued from page 23.]

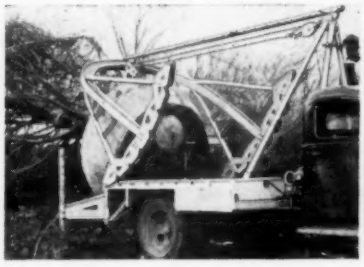
L. umbellatum has been crossed with the tiger lily to create a strain like the candlestick lily but with bulbils on the stem and with a wider color range.

Following his talk Mr. De Graaff showed some colored slides of his bulb fields near Gresham, Ore., where hybridization and production are being carried on. Several improved types of lilies were also shown. The nurserymen were also favored with an exhibit of lily flowers and bulb containers prepared by Mr. De Graaff.

Landscaping Trends.

In a talk on "The New Look in Landscaping," W. E. Hawley, manager of the landscaping department of Columbia & Okanogan Nursery Co., Wenatchee, said he considered the American school or type of landscaping the best in the world. He thought that the term landscape architecture should be applied to larger areas with the term home beautification used for the more common small undertakings. The field of landscaping is definitely in a dynamic state, with many new kinds of plant materials and many new persons working in the field. Those engaged in the work should use this material by molding it into a pattern that will satisfy changing conditions in the future. To encourage those who stay with the landscaping business through thick and thin and also to provide an incentive to young people who are interested in studying for the profession, Mr. Hawley suggested that there should be some form of licensing landscape architects by the state as is done for other professions. Help for such an undertaking would be available from several national organizations.

In pointing out the need for cooperation between nurserymen and landscape men Mr. Hawley quoted from a talk presented at San Francisco, Calif., by Fred Cole, a well known landscape man from the



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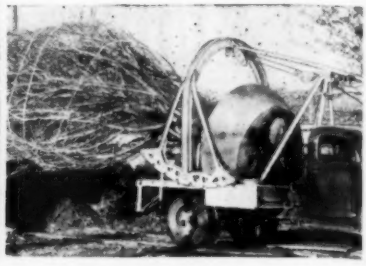

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Air Thermo with pilot light 1000 W..... 3.75
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northwest. The talk was made many years ago, but some of the considerations are still true today. Mr. Cole berated the nurserymen for destroying the crooked and otherwise individualistic specimens in their nurseries, which are so essential for a different landscape treatment. Mr. Hawley pointed out that each house is different and calls for a different treatment. It naturally follows that plants with an individualistic character are needed. Fewer of the columnar type and more of the lower and more graceful kinds will be needed in the future. Mr. Hawley stated that the planting about each home should reflect the personality of the owner. To bring this about a wide variety of well grown plant material is needed. Mr. Hawley illustrated the latter part of his discussion with a group of colored slides showing landscape plantings.

Merchandising.

Concluding the morning session, Robert Beam, head of the mail-order department of the May Nursery Co., Yakima, Wash., who had recently returned from a tour of other mail-order firms, discussed "The New Look in Merchandising" in a talk that was brief and to the point. Mr. Beam stated that it was important

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Min.: 3000 printed, 1000 plain.
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SEL-TOX is economical to use. The 16 oz. size makes 15 to 20 gallons and treats 1500 to 2000 square feet. Simply mix with water and apply with watering can or sprayer. (Complete directions on each bottle.)

8 oz., $1.00; 16 oz., $1.50; one quart, $2.50; half gallon, $4.50; one gallon, $8.00.

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Saves time and labor. Bands are removed without cutting; therefore the dirt ball and roots are not disturbed . . .

CAT.	Size in inches	Weight per 1000	Per 1000
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No. M-320—	2 x2 x2½	15 lbs.	4.35
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We do not break the cartons.

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For handling and shipping our 1¾-inch and 2-inch sizes of Plant Bands.

	Per 100
M-370; holds twelve 1¾-inch Bands	$2.95
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for everyone to realize that the object of every business venture is profit. The means, of course, may differ. Many nurseries are finding now that from sixty to seventy-five per cent of their total sales come from allied lines, items other than the plants themselves, such as fertilizers, tools and spray materials. Packaging plants to speed up sales or to prolong the selling season is being done. The improvement of the appearance and manners of salesmen is also a help. The use of catalogs is being abetted by the addition of telephone solicitations and newspaper and radio advertising. It has been necessary to speed up delivery service.

In the actual use of the plant materials there has also been a change. A desirable trend is to consider a plan of planting the home grounds at the same time that the plans for building the house are being discussed.

Mr. Beam demonstrated by quoting figures from economic experts that the money available for the purchase of flowers, plants and allied products was large and would be steadily increased. It is only necessary for nurserymen to develop their markets through intelligent merchandising in order to obtain their share of the business. Good merchandising is based on a high-quality product sold at a profit. Nurserymen should study production methods for ways of possible improvement to be sure that their products are the best that can be produced. To be sure that their products can be sold at a profit nurserymen should spend more time studying costs of production.

[To be concluded.]

MARTIN BAREITHER, formerly of Maschmeyers Nursery, Indianapolis, Ind., is now with the Ernst Nurseries, Muncie, Ind.

AN HONORARY degree of doctor of science was bestowed on Harlan P. Kelsey, East Boxford, Mass., June 7 at the annual commencement of Massachusetts State College.

MRS. ANNA WINKLER, widow of P. A. Winkler, who died January 6, 1948, is continuing the Winkler Landscape Service, Beaumont, Tex., in a small way as Winkler Nursery.

IN AN article in the July 9 edition of the New York Journal of Commerce, C. Courtney Seabrook, vice-president of Seabrook Farms, Bridgeton, N. J., reveals plans made by the firm for expansion in marketing its line of frozen foods. Koster Nursery, Bridgeton, is a division of Seabrook Farms.

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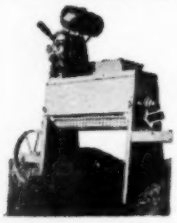

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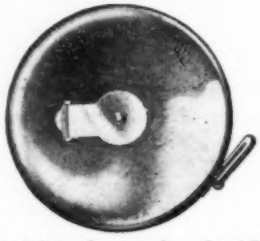

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AUSTRIAN PINE		
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10 to 12 inches, xx, frames	25.00	.....
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12 to 18 inches, xx, field	35.00	.....
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SPREADING JAPANESE YEW		
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8 to 10 inches, xx, frames	43.00	400.00
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4 to 6 inches, xx, flats	18.00	150.00
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